Drug industry PAC's set fund-raising record

Special report:

PAC's and the '84 campaign

By Laura Woda

WASHINGTON — An aggressive political fund-raising drive engineered by drug chains, independent pharmacists and drug wholesalers has already generated nearly $330,000 for the upcoming November elections—18% more than the industry's entire 1982 campaign war chest.

A *Drug Store News* analysis of Political Action Committee reports on file with the Federal Election Commission found that at presstime drug store industry PAC's had collected twice as many campaign dollars as during the same period of the 1982 election cycle.

According to industry leaders this surge in PAC collections has been triggered largely by serious Congressional consideration of legislation that directly affects pharmacists, drug chains and wholesalers.

Since the last election Congress has passed pharmacy-crime legislation, considered changing the Medicaid copayment system, debated trademark-counterfeiting proposals, drafted a controversial Patent Restoration/Abbreviated New Drug Application bill and held hearings on a measure that would require nonprescription drugs to state all inactive ingredients, National Association of Chain Drug Stores Government Affairs vice president Ty Kelley pointed out.

"Growing political awareness that what happens on Capitol Hill does affect day-to-day business operations" has enabled industry PAC's to collect record amounts of funds for the 1984 elections, he added.

According to Kelley, "NACDS' PAC has raised the most funds in the association's history" for the upcoming November election. At presstime, the political fund-raising group had collected nearly $40,000, compared with $15,950 for the entire 1982 election campaign.

While NACDS officials acknowledged that the presidential race may be partially responsible for the surge in collections, they stressed that it was not the major reason.

Rite Aid Government Trade Relations vice president James Krahuloc agreed, noting that media coverage of the presidential race may heighten Ameri-

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Industry PAC's give Democrats slight edge

	Contribution dollars		Number of contributions	
PAC sponsor	Democrats	Republicans	Democrats	Republicans
Foremost-McKesson	$ 1,000	$ 500	2	1
Jack Eckerd	2,050	1,350	7	4
Longs Drug Stores	1,150	1,050	2	4
Malone & Hyde	20,000	16,500	18	7
Perry Drug Stores	—	—	—	—
Revco Drug Stores	3,300	1,600	9	7
Rite Aid	—	1,208	—	3
Walgreens	1,700	2,950	4	6
NACDS	13,650	11,850	32	33
NARD	10,000	8,810	24	20
Totals	58,850	45,818	98	85

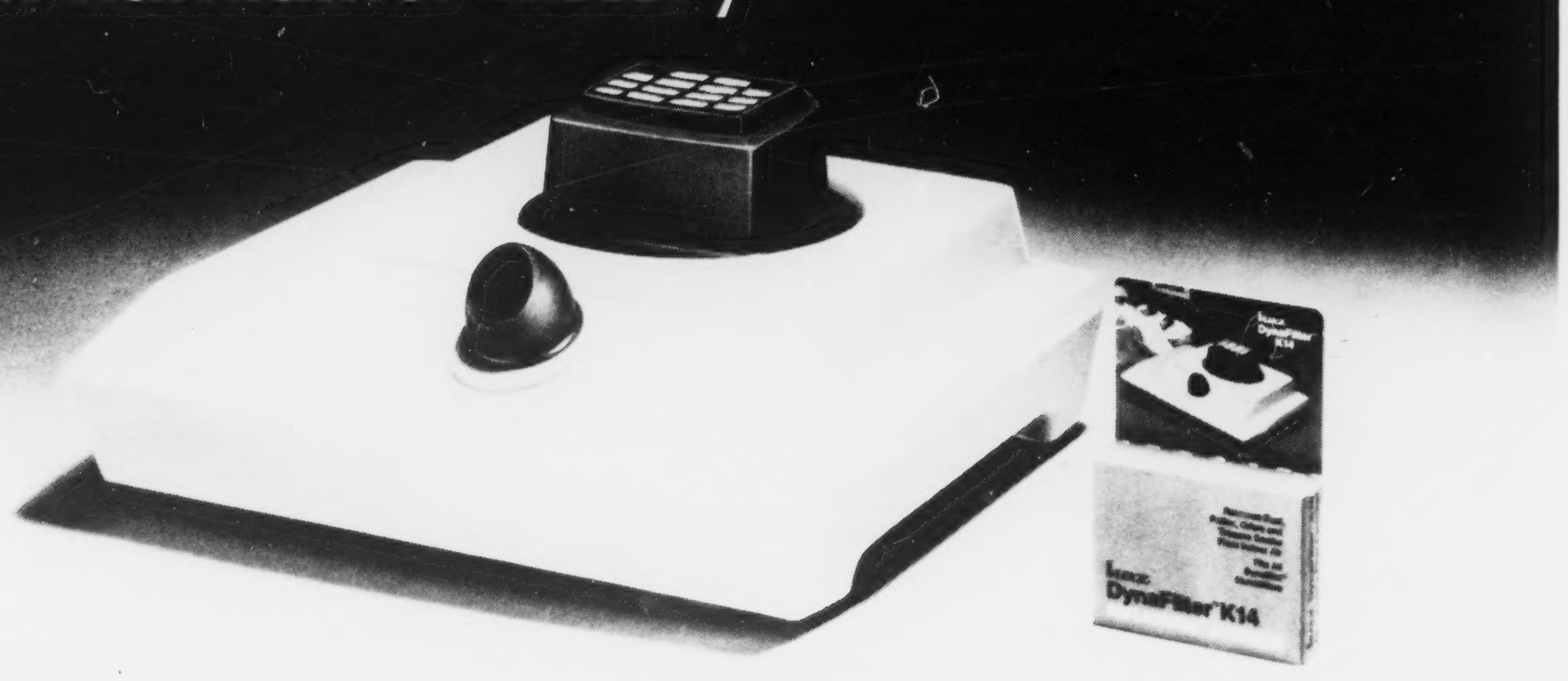
Source: *Drug Store News*

Malone & Hyde's contributions in state, local races top list

WASHINGTON — Here's how the 12 PAC's representing drug chains, pharmacists and drug wholesalers shape up now:

- Malone & Hyde, the largest of the retail and wholesale drug PAC's tracked by *DrSN*, gave over $38,000 to state and local candidates primarily from Arkansas, Kentucky, Tennessee and Missouri. Congressional office-seekers running in Southern states also received the majority of the $37,805 channeled to Federal candidates.
- Jack Eckerd's PAC contributions have been evenly divided between Federal candidates and other allied political fund-raising groups, including NACDS and the American Retail Federation. NACDS was the largest winner, receiving $2,500 of the $6,000 spent by the PAC so far.
- Long Drug Stores, which has over $31,000 left in its campaign coffer, has paid out only $2,200 to Federal candidates and $1,000 to NACDS since the 1982 elections.
- Perry Drug Stores, the least active PAC, was organized last January and at presstime had collected only $1.
- The latest F.E.C. figures indicate that Revco's PAC has collected over $15,000 since the 1982 elections. Although political fund-raisers have contributed to 16 candidates, including Rep. Henry Hyde (R-Ill.), sponsor of the new pharmacy-crime law, and House Health and Environment Subcommittee Chairman Henry Waxman (D-Calif.), the PAC only spent $4,900.
- Rite Aid's PAC has made a total of two Federal contributions to Rep. Carroll Campbell (R-S.C.) and Rep. George Gekas (R-Pa.). However, the PAC did contribute $1,000 to the Senate Republican Caucus.
- Walgreen, one of the largest drug store industry PAC's, poured $6,200 into allied political fund-raising groups operated by NACDS and ARF. The PAC also suported Hyde and Sen. Roger Jepsen (R-Iowa), key sponsors of pharmacy-crime legislation, as well as seven other Congressional candidates.
- The PAC representing NACDS, which only contributes to Federal candidates, donated $25,500 to House and Senate office-seekers. While most of the contributions were between $250 and $500, the PAC gave influencial Senate Finance Committee member Bill Bradley (D-N.J.) $1,200, Hyde $1,000 and Rep. George Darden (D-Ga.) $1,250. Darden succeeded Rep. Larry McDonald (D-Ga.) after the Congressman was killed in the Korean airline incident last year.
- NARD's PAC, which has well over $34,000 in its campaign war chest, has contributed $18,810 to Federal candidates since the last elections. The largest donations went to Waxman ($1,000), Jepsen ($1,000) and House Energy and Commerce Committee member Thomas Luken (D-Ohio) ($1,000).
- Foremost-McKesson, one of the least active fund-raising groups, only made three contributions to Federal candidates totaling $1,500 since the 1982 elections. The PAC still has nearly $18,000 in its campaign war chest.

The most successful new product introduction in humidifier history



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When a 60-year-old industry leader increases its sales by almost 50% in a single year, there has to be good reason . . . **innovation.**

In 1980 Kaz re-invented the electric vaporizer with a revolutionary new technology . . . and sales surged. Then, 1983 saw the most successful new product introduction in humidifier history . . . the DynaMist® 2000.

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The superior humidifier that also removes dust, pollen, odors and tobacco smoke from the air!

Last year the DynaMist® 2000 outsold every top-of-the-line humidifier it faced by a wide margin . . . and it will do the same for you, no matter what brand or model you now promote.

And here's a big profit plus . . . sales of the replacement filter cartridges will double your initial humidifier sales dollars and profit.

- The unique two-stage DynaFilter™ cartridge removes 93% of particles as small as pollen (19 microns) from the air.
- 2½ gallon capacity. Operates 28-32 hours without refilling.
- With on-off switch and the only directional spout that varies the mist direction both horizontally and vertically . . . to any spot in the room.
- Lifetime-lubricated motor. Unbreakable translucent container.

The DynaMist® 2000 produces a superfine mist, higher efficiency and no fallout . . . and is the most powerful air cleaner on the market.

Add the DynaMist® 2000 to your humidifier mix. You'll be glad you did.

FINANCIAL

Second-quarter results at Hook end period of downward earnings

INDIANAPOLIS — Second-quarter 1984 results ended a downward earning trend that had spanned two quarters at Hook Drugs Inc. Hook's chairman and president, J. Douglas Reeves, reported that this should mark the end of depressed earnings for the chain.

"With two difficult earning periods now behind us, we anticipate steady improvement in our overall performance the remainder of the year," Reeves said. He added that the improved second-quarter figures represent efforts by the chain to control expenses.

Sales for the quarter, ended June 30, rose 10.1% to $86.6 million from $78.6 million in the same period last year. Net earnings advanced 3.5% to $1.94 million.

For the first six months of the fiscal year, sales reached $168.3 million, up 9.6% over last year. Net earnings, however, dropped 12.7% to $3.3 million from $3.8 million. Much of the earnings decline dates back to the first quarter, when Hook Drug wrestled with some of the worst weather on record in its trade area.

Reeves said the most recent results "indicate areas in which further sales and expense control efforts are required to produce respectable increases in both sales and earnings by year's end."

He added, "While much work lies before us, it is the type of work with which every employee is familiar—and I have every confidence that 1984 will end as another fine year for the shareholder."

During the second quarter, Hook's added five new stores, bringing to 310 the number of retail units. Four of them were Hook's drug stores, the fifth a Hook's Convalescent and Home Health Care Center, the chain's 14th such unit.

Investment income cited

Bindley Western posts earnings rise

INDIANAPOLIS — Bindley Western Industries, a major drug wholesaler specializing in the distribution of ethical pharmaceuticals to drug chains, reported that earnings for the second quarter ended June 30 increased 59% to $1.3 million from $791,000 in the corresponding year-earlier period.

Sales for the quarter advanced 15% to $133.5 million from $115.7 million. Earnings per share rose to 40¢ from 36¢.

For the first six months, earnings increased 68% to $2.3 million from $1.4 million a year earlier.

Sales rose to $264.9 million from $232.7 million, and earnings per share increased to 72¢ from 62¢.

William E. Bindley, chairman, attributed the strong gains to continued improvement in gross margins, effective inventory and cost-control programs and a "significant increase in investment income generated from the working capital management system."

Adams Drug stock advances 10%

		STOCK PRICE							TREND TO MARKET				EARNINGS/SHARE					P/E	DIVIDENDS			FINANCIAL POSITION					
		From 07/13/84 - 07/30/84																								
					Monthly Change		52-Week		Price Trend (% per day)		Volume Trend (% per day)			Latest 12 Months vs Preceding 12 Months Change		5-Year Annual Growth Rate	Profit Margin		Indicated Dvd. rate		Last X-Dvd. Date	Last Fiscal Year		Current Ratio	Last Fiscal Year (Per Share)		Last Balance Sheet Date
Name	Symbol	High	Low	Close	Amt	Pct	High	Low	Last 30 Days	Last 5 Days	Last 30 Days	Last 5 Days	Last Fiscal Year	Amt.	Pct			Latest P/E Ratio	Amt.	Yield		Revenue	Earnings		Long Term Debt	Common Stock Equity	
-	-	$	$	$	$	%	$	$	%	%	%	%	$	$	%	%	%	-	$	%	-	$ Mil	$ Mil	-	$	$	-
Chain Store transactions																											
Adams Drug	ADG	13.88	12.13	13.50	1.25	10.20	24.88	11.00	.11	1.85	-4.54	16.67	1.74	62	F	55.3	40.0	2.4	7.8	.04	3	06-11-84	302.1	7.1	3.2	7.78	11.40	1283
Am Stores	ASC	34.50	32.38	34.50	1.75	5.34	44.00	26.50	.49	.43	-2.95	-7.57	3.61	.87	Q	30.3	54.0	1.5	9.2	.64	1.9	06-20-84	7983.7	117.9	1.5	12.39	15.26	0184
Begley Drug	BGLY	15.50	14.50	15.50	1.00	6.90	22.00	14.50	.38	-.47	-1.27	64.29	1.47	1.46	N	NC	-10.0	1.4	10.6	.68	4.4	07-16-84	56.8	.8	1.8	11.50	17.52	0383
Big B	BIGB	9.63	8.88	9.25	-.38	-3.90	14.50	8.88	-.39	-.10	3.85	-26.32	.53	.14	Q	33.3	23.0	3.0	16.5	.00	0	09-21-83	117.0	3.5	2.3	.18	3.88	1283
Dart Corp	DRUGA	102.00	93.00	102.00	9.00	9.68	106.00	57.00	.28	1.67	-3.67	27.05	8.80	3.37	F	62.0	101.0	5.4	11.6	.13	1	06-04-84	282.9	15.3	3.6	11.05	53.09	0184
Drug Sys	DRGS	3.75	3.25	3.38	-.38	-10.00	7.81	3.25	-.32	-1.99	3.60	-32.13	.56	-.16	F	-22.2	NC	2.1	6.0	.00	0	01-25-84	82.3	1.7	2.8	2.40	3.12	0383
Eckerd, Jack	ECK	22.50	20.50	20.75	-1.50	-6.74	29.38	20.50	-.29	-.74	-3.30	-17.58	1.91	.31	N	16.5	6.0	3.1	9.5	1.00	4.8	06-11-84	2325.0	71.7	2.0	.30	15.17	0783
Fay's Drug	FAY	9.38	8.75	9.25	.13	1.37	14.50	8.38	.11	-.50	-1.84	-29.73	.60	.15	Q	31.2	56.0	2.6	14.7	.20	2.2	06-18-84	312.4	8.1	1.7	1.78	3.82	0184
Genovese Drug	GDX	14.63	14.13	14.63	.50	3.54	20.50	10.19	.24	-.13	6.37	-39.74	.96	.31	Q	43.6	79.0	2.0	14.3	.20	1.4	06-14-84	193.8	3.9	1.9	2.83	4.92	0184
Hook Drugs	HOOK	21.25	20.00	20.00	-.75	-3.61	29.50	18.50	.30	-1.66	6.73	-24.40	2.01	.03	Q	1.6	8.0	2.7	10.6	1.00	5.0	07-09-84	320.5	8.7	1.7	2.75	10.38	1283
Longs Drg Strs	LDG	38.13	36.50	38.13	1.38	3.74	49.75	34.00	.19	-.15	-2.23	-26.38	3.43	.45	Q	14.8	11.0	3.0	11.0	1.28	3.4	05-22-84	1214.4	36.4	1.9	.00	20.32	0184
Pay N Save	PAYN	17.25	15.50	17.25	.63	3.76	28.75	14.38	-.07	2.20	-.15	11.46	2.02	.38	Q	25.1	3.0	2.5	9.1	.60	3.5	05-21-84	1220.5	30.1	2.0	9.01	14.37	0184
Pay Less NW	PAY	18.75	16.50	18.00	.25	1.41	19.88	14.00	.32	.96	-3.36	21.86	1.35	.30	Q	27.0	4.0	2.9	12.8	.34	1.9	06-18-84	852.9	24.7	1.8	4.62	7.19	0184
Perry Drug	PDS	15.75	14.00	14.38	-1.00	-6.50	22.38	12.38	.21	-.40	.34	-54.26	1.02	.37	Q	50.0	11.0	1.6	13.0	.24	1.7	05-21-84	285.5	4.5	2.2	2.78	9.75	1083
Revco Drug	RDS	27.00	24.13	25.38	-1.63	-6.02	37.50	24.00	-.19	.63	-1.13	-4.81	2.13	.56	N	29.7	24.0	3.7	10.4	.80	3.2	06-11-84	1792.8	66.5	2.5	1.33	11.59	0583
Rite Aid Corp	RAD	22.25	20.75	22.00	1.00	4.76	23.44	17.50	.56	.27	1.91	-6.49	1.47	.29	Q	23.5	30.0	5.1	14.5	.41	1.9	07-13-84	1223.3	62.2	2.3	.49	7.68	0284
Thrifty Cp	TFD	15.75	14.25	15.25	-.38	-2.40	20.50	11.50	.05	.45	-2.72	-1.33	1.13	.27	N	25.7	19.0	1.9	11.6	.52	3.4	08-06-84	1187.8	22.5	1.5	5.39	6.83	0883
Walgreen Co	WAG	36.00	34.50	34.50	-1.00	-2.82	40.38	28.63	.18	-1.32	-.09	24.65	2.24	.57	S	29.0	34.0	2.9	13.6	.72	2.1	08-13-84	2360.6	69.0	1.6	1.76	11.47	0883
Wholesaler's transactions																											
Bergen Bruns	BBCA	21.25	19.88	21.13	.63	3.05	32.25	19.00	-.12	1.13	1.49	-12.67	1.60	.21	N	13.2	36.0	1.4	11.7	.32	1.5	07-26-84	1452.0	20.0	1.6	1.22	9.99	0883
Durr Fillauer	DUFM	12.38	11.00	11.25	-.75	-6.25	18.50	10.25	.27	-1.01	-4.76	-9.82	.80	.05	Q	6.6	22.0	1.9	14.1	.16	1.4	05-21-84	263.2	5.0	2.3	2.03	6.80	1283
McKesson Cp	MCK	36.75	34.63	34.63	-1.63	-4.48	44.75	32.38	.22	-1.33	-.44	31.22	3.25	.04	F	1.2	1.0	1.5	10.7	2.40	6.9	05-25-84	4260.0	63.0	1.4	10.45	30.25	0384
Foxmeyer Cp	FOXM	23.50	22.00	23.00	.75	3.37	28.50	20.00	.44	-.69	4.25	-69.38	.94	1.43	N	NC	103.0	.7	16.1	.00	0	00-00-00	351.1	2.3	2.2	15.38	3.87	0383
Ketchum	KCH	13.50	10.50	11.63	-1.88	-13.89	21.00	10.50	-.21	1.51	7.46	-22.74	.89	.51	N	113.3	97.0	.4	12.1	.00	0	09-26-83	211.4	.9	1.5	5.87	5.68	0483
Owens & Minor	OBOD	12.75	12.25	12.75	.00	.00	18.50	11.25	.22	-.07	.92	-56.16	1.41	.48	Q	53.3	12.0	1.2	9.2	.36	2.8	06-06-84	255.2	3.0	2.8	5.07	11.69	1283
Spectro Indus	SPO	20.75	19.75	20.50	-.50	-2.38	23.38	15.50	.06	.20	3.66	4.92	1.78	.43	F	31.8	63.0	1.8	11.5	.14	.7	07-03-84	395.4	7.2	1.7	2.86	7.24	0383
Manufacturer's transactions																											
Abbott Labs	ABT	44.00	39.50	43.50	1.63	3.88	53.38	38.25	-.10	.93	-.71	-5.27	2.86	.51	S	19.6	26.0	11.9	14.0	1.20	2.8	07-09-84	2927.9	347.6	1.9	4.00	11.71	1283
Am Home Prod	AHP	50.25	48.25	49.13	-.50	-1.01	55.75	43.63	-.32	-.17	-.12	3.79	4.00	.44	Q	12.0	16.0	12.9	12.0	2.64	5.4	05-07-84	4856.5	627.2	3.0	.00	13.14	1283
Baxter Travenol	BAX	16.25	13.88	15.13	.63	4.31	31.00	13.25	-.03	.96	-2.43	-.22	1.45	-.01	S	-.7	22.0	11.8	11.3	.33	2.2	08-31-84	1842.5	218.1	1.7	1.60	8.17	1283
Block Drugs Co	BLOCA	25.50	25.50	25.50	.00	.00	29.13	25.00	-.13	-.47	-.44	-92.59	3.28	.33	F	11.1	16.0	10.0	7.8	1.00	3.9	06-05-84	238.2	23.9	2.5	2.35	17.84	0383
Bolar Pharm	BLR	26.88	26.00	26.50	.13	.47	31.38	17.50	-.07	-.34	-1.72	-43.15	1.15	.27	Q	30.3	53.0	19.2	22.8	.05	.2	02-10-84	25.5	4.9	4.9	.00	4.75	1283
Bristol-Myers	BMY	46.00	43.38	45.63	.75	1.67	49.38	35.75	-.16	.88	-.65	-7.26	3.00	.47	S	16.9	19.0	10.4	14.1	1.60	3.5	06-29-84	3917.0	408.0	2.4	.71	13.99	1283
Carter-Wallace	CAR	22.00	20.63	21.88	1.25	6.06	26.38	19.38	-.03	.70	-3.71	-4.09	2.37	1.81	F	323.2	[illegible]	5.7	9.2	.48	2.2	07-26-84	323.1	18.4	2.4	1.69	21.87	0384
Cooper Labs	COO	24.38	21.25	22.25	-2.00	-8.25	27.00	10.38	-.22	-.81	-5.60	38.55	NA	NA		NA	[illegible]	NA	NA	.12	5	03-12-84	NA	NA	NA	NA	NA	NA
Forest Labs	FRX	14.50	11.25	12.88	-2.00	-13.45	37.25	11.25	-.69	2.55	.24	-41.26	.54	.06	F	12.5	59.0	13.4	23.8	.00	0	01-14-83	21.6	2.9	3.7	.37	3.03	0383
ICN Pharm	ICN	7.38	6.88	7.00	-.50	-6.67	12.00	4.88	-.39	-.04	-6.84	9.73	.22	-.09	Q	-28.1	43.0	5.1	30.4	.00	0	00-00-00	37.0	1.9	4.3	.20	4.34	1183
Key Pharm	KPH	14.63	12.00	13.88	1.00	7.77	25.69	10.63	.24	3.48	1.72	5.95	.51	.17	Q	44.7	83.0	[illegible]	25.2	.16	1.2	06-11-84	127.3	18.8	2.1	1.16	1.67	1283
Lilly Eli Co	LLY	59.25	53.00	54.63	-3.50	-6.02	68.38	53.00	-.48	-.20	1.31	-13.24	6.13	.96	S	17.2	12.0	[illegible]	8.4	2.90	5.3	08-09-84	3033.7	457.4	1.9	1.23	28.86	1283
Lee Pharm	LPH	3.38	2.88	2.88	-.38	-11.54	3.75	2.00	-.38	-1.46	1.04	-39.10	-.49	.28	S	NE	-110.0	-14.3	NE	.00	0	00-00-00	7.0	-1.0	2.6	.41	1.53	0983
Marion Labs	MKC	36.13	33.00	36.00	.75	2.13	48.00	27.25	-.30	1.23	-4.90	5.66	1.24	.46	F	58.9	55.0	10.6	29.0	.40	1.1	06-14-84	226.4	24.1	2.5	.05	5.93	0683
Merck & Co	MRK	85.50	78.25	82.63	-2.13	-2.51	104.63	78.25	-.41	.48	1.04	-2.92	6.10	.58	Q	10.2	7.0	13.9	13.2	3.00	3.6	05-29-84	3246.1	450.9	1.7	5.21	32.92	1283
Morton Thiokol	MTI	75.25	71.50	72.38	-2.88	-3.82	84.50	60.00	-.03	-.15	-2.24	-30.91	5.15	1.25	N	25.7	17.0	5.2	11.9	1.76	2.4	05-24-84	1509.2	78.5	1.4	8.90	32.79	0683
Mylan Labs	MYLN	29.63	28.00	29.50	.13	.43	30.25	9.16	.80	-.54	-2.47	-9.69	.60	.17	F	39.5	107.0	12.7	49.2	.08	.3	05-21-84	36.9	4.7	5.4	.31	2.28	0384
Newport Pharm	NWPH	3.88	2.75	3.88	-.25	-6.06	10.75	2.75	-.86	-1.12	3.14	-17.53	-.03	-.09	N	NE	14.0	-3.4	NE	.00	0	00-00-00	8.8	-.3	3.7	.24	1.12	0483
Pfizer Inc	PFE	32.38	29.38	31.88	1.13	3.66	44.50	29.38	-.23	1.01	.51	-1.44	2.73	.53	S	22.4	18.0	11.9	11.0	1.32	4.1	05-14-84	3750.0	447.1	2.1	3.03	13.67	1283
Reid Prov Labs	REID	3.38	2.75	2.75	-.75	-21.43	4.75	2.75	-.55	-.85	5.01	-13.15	.10	.03	N	30.0	56.0	6.1	21.2	.05	1.8	12-09-83	11.4	.7	3.1	.03	.80	0683
Robins, AH	RAH	14.75	12.00	13.63	-1.13	-7.63	29.38	12.00	.06	2.01	-.35	-33.71	2.40	-.29	S	-12.7	15.0	10.3	6.8	.68	5.0	05-04-84	563.5	58.2	3.2	1.30	13.99	1283
Rorer Group	ROR	31.00	28.75	29.13	-.38	-1.27	34.25	25.25	-.07	-.48	.49	41.50	2.02	.24	Q	13.0	11.0	8.9	14.0	1.08	3.7	08-06-84	475.3	42.4	2.0	2.18	10.43	1283
Scherer RP Co	SCHC	9.75	8.88	9.00	-.88	-8.86	23.50	8.88	-.13	-.90	-9.98	12.17	.52	-.52	F	-50.0	-1.0	2.3	17.3	.32	3.6	03-14-84	171.7	4.0	2.5	4.57	10.88	0383
Searle, GD	SRL	47.50	43.88	46.38	1.13	2.49	55.88	37.50	.07	.73	.31	9.38	2.39	.18	Q	7.5	13.0	12.6	18.0	.52	1.1	05-08-84	946.0	119.0	2.4	3.62	14.85	1283
Squibb Corp	SQB	45.50	41.88	44.63	.38	.85	55.63	37.50	.14	.35	-2.53	-25.56	3.31	.38	S	12.2	11.0	9.8	12.9	1.44	3.2	05-14-84	1768.9	173.3	2.4	3.86	23.24	1283
Sterling Drug	STY	25.63	24.00	24.88	.38	1.53	29.63	23.50	-.08	.38	.43	-14.52	2.24	.13	Q	6.0	7.0	7.2	11.0	1.16	4.7	05-01-84	1901.2	136.8	2.7	1.44	14.96	1283
Syntex Corp	SYN	44.88	39.88	44.25	1.38	3.21	61.50	37.75	.10	1.67	-3.21	9.76	4.30	.25	N	6.0	32.0	17.2	10.1	1.60	3.6	05-07-84	870.2	149.3	2.2	3.37	18.11	0783
Thompson Med	TM	24.38	20.13	21.88	-2.13	-8.85	26.50	12.75	-.32	-.55	-.77	-13.43	1.65	.78	S	55.7	70.0	11.0	10.0	.40	1.8	06-11-84	149.4	16.5	3.2	.00	5.85	1183
Upjohn Co	UPJ	52.50	45.00	48.25	-5.00	-9.39	72.25	45.00	-1.36	-.09	4.21	-3.23	5.28	1.65	Q	38.7	2.0	8.1	8.2	2.56	5.3	07-02-84	1986.1	160.2	2.2	18.02	34.74	1283
Warner-Lambrt	WLA	30.63	28.75	30.00	.13	.42	36.75	26.38	-.14	-.51	-.10	-43.50	2.51	.50	Q	23.6	1.0	6.5	11.5	1.48	4.9	04-30-84	3108.3	200.5	1.9	7.53	17.75	1283
Zenith Labs	ZENI	15.00	13.50	14.25	-.50	-3.39	17.75	12.00	.31	.38	-6.61	34.85	.73	-.54	Q	-45.7	61.0	7.8	22.3	.00	0	00-00-00	32.1	2.5	4.6	1.12	5.12	1283

All data is based on sources believed to be reliable, but its accuracy is not guaranteed. Every effort will be made to correct errors, when discovered, in future issues.

Footnotes:

NA - Not Applicable
NC - Not Calculable
NE - Negative Earnings
NM - No Meaningful Figure
Q - First Quarter
S - First 6 Months
N - First 9 Months
F - Fiscal Year

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Drug industry PAC's set fund-raising record

Continued from page 9

can interest in the political process, but that interest may or may not translate into PAC contributions.

Rite Aid's campaign war chest, which is 400% larger than its $2,352 coffer for the 1982 election, has grown primarily because "our employees increasingly understand the importance of getting involved in state and Federal politics," Krahuloc explained.

To help foster that understanding Rite Aid presents slide shows to its employees outlining how new laws can effect daily operations, he added.

Unlike NACDS, which only contributes to Congressional candidates, political fund-raisers at Rite Aid distribute funds to both Federal and state politicians.

At presstime Rite Aid had channeled only $1,208 to Federal candidates and $600 to state office-seekers.

However, Krahulec expects the PAC to dramatically increase its contributions as election day draws closer. Among other things, Rite Aid is considering whether to support a presidential candidate.

As of the latest F.E.C. filing, Ohio-based Revco's PAC gift of $250 to John Glenn's (D-Ohio) now-aborted campaign was the only contribution to a presidential candidate made by drug store industry.

While other industry PAC's may yet pump campaign funds into the presidential race, NACDS officials indicated that they probably will not. "We just don't have the amount of money necessary to make a difference in a presidential campaign," Kelley stated.

According to Krahulec most of Rite Aid's PAC activity will take place between August and November "as the races become more clearly defined."

Based on a *DrSN* survey of PAC reports on file with the F.E.C., this is a common strategy among drug store industry political fund-raising groups.

During the 1982 election campaign, 75% of the drug store industry PACs tracked by *DrSN* made at least 64% of their contributions during the last five months of political campaigning.

Based on the latest F.E.C. filings drug store industry PACs are still holding back on contributions until the final months of the campaign.

Overall, drug store industry PACs have made 1983 contributions totaling $98,668 to House and Senate candidates since the 1982 elections.

In addition, the PACs have channeled nearly $40,000 into state and local campaigns, as well as $19,850 into allied industry fund-raising organizations run by NACDS and NARD.

An earlier *DrSN* PAC analysis found that industry political fund-raisers gave nearly 70% of their contributions to Republican Congressmen during the 1982 races.

In sharp contrast, the latest figures—which reflect PAC payments made since the 1982 elections—show that political contributions for the 1984 race are almost evenly divided.

Specifically, the PAC's pumped 54% of their Federal contributions into Democratic campaigns.

The amount of these contributions varied greatly, ranging from as little as $100 to several thousand dollars.

Most of the contributions weighed in between $200 and $750, however, with Democrats and Republicans receiving an average of $539 each.

Where drug industry PAC money is spent

Sponsor	PAC collections for '84 campaign	On hand from '82 elections	Federal candidates	State candidates	Other industry PACs	Admin. cost	Available for '84
McKesson	$ 16,818	$ 3,299	$ 1,500	$ 0	$ 0	$ 684	$ 17,933
Jack Eckerd	40,086	26,738	3,400	0	3,500	2,623	57,301
Longs Drug Stores	28,154	17,297	2,200	0	1,000	1,249	31,002
Malone & Hyde	123,169	37,805	36,500	38,700	7,700	4,828	73,246
Perry Drug Stores	1	0	0	0	0	0	1
Revco Drug Stores	15,515	3,185	4,900	0	500	299	13,001
Rite Aid	14,481	2,741	1,208	600	850	0	14,564
Walgreens	33,919	3,313	4,650	0	6,200	1,400	24,982
Trade Associations							
NACDS	39,925	8,590	25,500	0	0	0	23,015
National Association of Retail Druggists	27,454	28,741	18,810	.0	0	3,111	34,274
Total	329,522	131,709	98,668	39,300	19,750	14,194	289,319

Special report:

PAC's and the '84 campaign

Chain PAC coffers bulging

WASHINGTON — Trade association PAC's representing the nation's prescription and over-the-counter drug manufacturers have been significantly less active than drug store industry political fund-raisers, the latest F.E.C. filings revealed.

Specifically, the Pharmaceutical Manufacturers Association PAC raised only $2,745 since the 1982 election while political fund-raisers at the Proprietary Association collected just $3,225.

In contrast, the National Association of Chain Drug Stores has nearly $40,000 in its 1984 campaign coffers and the National Association of Retail Druggist's PAC receipts for the upcoming November elections tops $27,000.

At presstime PMA political fund-raisers had contributed $1,275 to three Congressional Democrats: Senate Finance Committee member Bill Bradley (New Jersey), House Health and Environment Subcommittee member Richard Shelby (Alabama) and Rep. Edolphus Towns (New York).

At the same time, PA's PAC spent $2,850 in support of nine Federal candidates, all but one of them House members. The only Senator to receive funds from PA's PAC at presstime was Senate Labor and Human Resources Committee Chairman Orrin Hatch (R-Utah).

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PHARMACY

Top 100 Rx Product Movement Survey

Cardiovasculars dominate the field

Top 10 fastest-moving Rx's (number of scripts)

Product	Strength
1. Dyazide capsules	—
2. Tylenol tabs w/codeine	30mg
3. Tagamet tablets	300mg
4. Valium tablets	5mg
5. Darvocet-N tablets	100mg
6. Lasix tablets	40mg
7. Lanoxin tablets	0.25mg
8. Slow-K tablets	600mg
9. Lanoxin tablets	0.125mg
10. Aldomet tablets	250mg

— = nonapplicable
Source: Decision Data

Top 10 highest volume Rx's (dollar sales)

Product	Strength
1. Tagamet tablets	300mg
2. Dyazide capsules	—
3. U.D. Feldene capsules	20mg
4. Valium tablets	5mg
5. Darvocet-N tablets	100mg
6. Diabinese tablets	250mg
7. Inderal tablets	40mg
8. Motrin tablets	600mg
9. Aldomet tablets	250mg
10. Procardia capsules	10mg

— = nonapplicable
Source: Decision Data

Top 10 most profitable Rx's (gross profit dollars)

Product	Strength
1. Dyazide capsules	—
2. Tylenol tabs w/codeine	30mg
3. Tagamet tablets	300mg
4. Darvocet-N tablets	100mg
5. Valium tablets	5mg
6. Lasix tablets	40mg
7. Slow-K tablets	600mg
8. Keflex capsules	250mg
9. U.D Feldene capsules	20mg
10. Tenormin tablets	10mg

— = nonapplicable
Source: Decision Data

Cardiovascular drugs are the most productive pharmaceuticals, according to the first *Drug Store News* Top 100 Prescription Product Movement Survey.

The survey is based on rankings provided by Decision Data, a North Arlington, Tex.-based supplier of pharmaceutical marketing research.

The *Drug Store News* survey shows that cardiovascular drugs account for 26 of the 100 products ranked by number of scripts dispensed, 32 of all products ranked by dollar sales and a whopping 27 of all Top 100 products ranked by gross profit dollars.

Cardiovasculars had twice as many products in dollar sales than the nearest competitor, antiarthritic drugs, which placed 15 in the Top 100. The category almost doubled its nearest rivals in scripts dispensed and profitability.

Antibiotics, our analysis found, was the second most productive pharmaceutical category in terms of number of scripts written (16) and highest volume gross profit dollars (16).

Antiarthritics, with 15 products in the Top 100 dollar sales ranking, was second to cardiovascular drugs in that category and third in number of products in the gross profit dollar rankings.

Survey results were based on product movement data gathered in more than 2,000 retail outlets. An expanded Top 200 movement rankings is available in the April 1984 edition of *Drug Store News*'s Pharmacy Reference.

In most cases, the products that made it into our Top 100 on all three rankings were "old standbys" such as Dyazide, Tylenol w/codeine, Tagamet, Valium, etc.

Newer "specialized" medications such as calcium channel blockers have not had enough exposure yet to propel them into the highest movement rankings. But industry sources agree that the potential for these and other new specialized products is great.

At the bottom of the most productive drug category list were decongestants, victims possibly of the recent trend toward conversion of prescription products to over-the-counter status.

Cardiovasculars

Cardiovascular drugs were far and away the most productive category in all three Top 100 movement rankings.

The category accounted for 26 of all products in the Top 100 fastest moving scripts, 32 of the Top 100 highest dollar volume products and 27 of the Top 100 highest gross profit dollar products.

The category's closest competitor, antibiotics, had only 16 products in the Top 100 scripts and gross profit dollar rankings, and just 11 in the Top 100 dollar sales rankings.

Continued on page 34

PHARMACY

Top 100 Rx's (number of scripts)

Product	Strength
1. Dyazide capsules	—
2. Tylenol tabs w/codeine	30mg
3. Tagamet tablets	300mg
4. Valium tablets	5mg
5. Darvocet-N tablets	100mg
6. Lasix tablets	40mg
7. Lanoxin tablets	0.25mg
8. Slow-K tablets	600mg
9. Lanoxin tablets	0.125mg
10. Aldomet tablets	250mg
11. Dilantin capsules	100mg
12. Inderal tablets	40mg
13. Motrin tablets	400mg
14. Inderal tablets	20mg
15. Motrin tablets	600mg
16. Keflex capsules	250mg
17. Diabinese tablets	250mg
18. Lopressor tablets	50mg
19. U.D. Feldene capsules	20mg
20. Amoxil suspension 100ml	250mg
21. E.E.S. 400 Filmtabs	—
22. Inderal tablets	10mg
23. Tenormin tablets	50mg
24. Lo/Ovral Tabs 21 pk.	—
25. Ativan tablets	1mg
26. Dalmane capsules	30mg
27. Monistat-7 vaginal cream w/App.	—
28. Dimetapp elixir	—
29. Procardia capsules	20mg
30. Amoxil suspension 100ml	125mg
31. Bactrim DS tablets 28 pk.	—
32. Insulin NPH U-100 10ml	—
33. Amoxil capsules	250mg
34. Premarin tablets	1.25mg
35. Ortho-Novum tabs 1/50 21	—
36. Premarin tablets	0.625mg
37. Indocin capsules	25mg
38. Dimetapp Extentab	—
39. Keflex capsules	500mg
40. Theo-Dur tablets	300mg
41. Empirin tabs w/codeine	30mg
42. Lasix tablets	20mg
43. Valium tablets	10mg
44. Hydrodiruril tablets	50mg
45. Septra DS tablets 20 pk.	—
46. Ovral tabs 21 day 3 pk.	—
47. Ortho Novum tabs 1/25 28 pk.	—
48. Micro-K capsules	—
49. Naprosyn tablets	375mg
50. Tranxene capsules	7.5mg
51. Percodan tablets	—mg
52. Flexeril tablets	10mg
53. Theo-Dur tablets	200mg
54. Achromycin V capsules	250mg
55. Synthroid tablets	0.1mg
56. Aldoril tablets	25mg
57. Clinoril tablets	200mg
58. Lo/Ovral tabs 28 day	—
59. Corgard tablets 29 pk.	40mg
60. Timoptic 0.5% Ophth. Soln.	—
61. Ortho Novum tabs 1/35 21	—
62. Naprosyn tablets	250mg
63. U.D. Zantac tablets	150mg
64. Tylenol tabs w/codeine	60mg
65. Vicodin tablets	—
66. Synalgos DC capsules	—
67. Ortho Novum tabs 1/50 28	—
68. Parafon Forte tablets	—
69. Valium tablets	2mg
70. Hygroton tablets	50mg
71. Moduretic tablets	5/50mg
72. Librax capsules	—
73. Lomotil tablets	2.5mg
74. Fiorinal tablets	—
75. Benadryl capsules	25mg
76. U.D. Restoril capsules	30mg
77. Persantine tablets	25mg
78. E-Mycin tablets	333mg
79. Ventolin inhaler refill	—
80. Nitrostat tablets	0.4mg
81. Minipress capsules	1mg
82. Donnatal tablets	—
83. Dalmane capsules	15mg
84. E-Mycin tablets	250mg
85. Zyloprim tablets	300mg
86. Fiorinal tabs w/codeine	30mg
87. Aldactazide tablets	—
88. Phernergan w/codeine	—
89. Proventil inhaler 17gm	—
90. Omnipen capsules	250mg
91. Hydrochlorothiazide tablets	50mg
92. Ser-Ap-Es tablets	—
93. Eryc capsules	250mg
94. Xanac tablets	0.5mg
95. Benadryl capsules	50mg
96. Lopressor tablets	100mg
97. Erythocin tablets	100mg
98. Aldomet tablets	500mg
99. Pen-Vee K tablets	250mg
100. Tegretol tablets	200mg

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Cardiovasculars, of course, are so productive because of heart disease, which is the No. 1 killer in the United States today. The millions of Americans who are afflicted with this disease are heavy consumers of maintenance products.

Antibiotics, of course, do not usually generate significant refills.

Within the main category of cardiovasculars, there were seven subclassifications that made it into our Top 100 lists. Of these seven (see chart), the most productive were beta blockers, diuretics and antihypertensives.

Beta blockers and diuretics were both tied for the premier spot in number of products in our Top 100 ranking of number of scripts filled. But because of their higher ticket, beta blockers registered comparably higher than diuretics both in gross profit dollars, where they were No. 1 in terms of number of products within the category (tied with antihypertensives), and in dollar sales, where they were No. 2 behind antihypertensives.

The No. 1 beta blocker in terms of number of scripts filled and highest dollar volume was Ayerst's Inderal tablets 40mg. Inderal made it into the Top 10 in overall dollar sales and came up 12th in the ranking on number of scripts filled.

The category's top diuretic was Hoechst-Roussel's Lasix 40mg. Lasix also made it into the Top 10 in terms of scripts filled, taking sixth place, while it came in 17th in the overall Top 100 ranking on dollar sales.

Calcium channel blockers, the newest entrant into the cardiovascular category, haven't developed the usage yet to thrust into any of the Top 100 rankings. But they are certain to show up in future listings as their efficacy gains them wider acceptance.

Most productive Rx drug categories (number of products in Top 100)

Product category	Rank by number of products (scripts)	Number of products in Top 100 scripts	Rank by number of products (dollar sales)	Number of products in Top 100 dollar sales	Rank by number of products (gross profit dollars)	Number of products in Top 100 gross profit dollars
Cardiovascular	1	26	1	32	1	27
Antibiotics	2	16	3	11	2	16
Analgesics	3	8	5*	4	3*	11
Antiarthritic	4*	7	2	15	3*	11
Birth control	4*	7	4*	7	—	—
Tranquilizers	5	5	4*	7	5	6
Antiulcer	6*	4	5*	4	6*	4
Antiasthmatic	6*	4	6*	3	6*	4
Hormones	6*	4	6*	3	6*	4
Decongestants	7	3	—	—	4	7
Sleeping Aids	—	—	—	—	7	3
Miscellaneous	—	15	—	15	—	7

*—denotes tie
Source: Decision Data

Antibiotics

The antibiotic/anti-infective/antifungal category was the second most productive category in terms of number of products that made it into our Top 100 rankings by number of scripts, dollar sales and gross profit dollars.

The category had 16 products in our Top 100 number of scripts written and gross profit dollar ranking, and 11 in our dollar sales ranking.

Since penicillin first introduced the category back in the 1940's, a number of new antibiotics have emerged. Penicillin today has been supplanted by a number of more potent antibiotics capable of killing a wide range of microorganisms.

Leading the pack of fast moving products that made it into our Top 100 scripts was Dista's Keflex capsules 250mg. Keflex also scored the highest on retailers' dollar sales and gross profit dollars within the category, and it was the only antibiotic to make it into our Top 10, with its eighth position in gross profit dollar sales.

Since a large proportion of antibiotics

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Top 100 Rx's (dollar sales)

Product	Strength
1. Tagamet tablets	300mg
2. Dyazide capsules	—
3. U.D. Feldene capsules	20mg
4. Valium tablets	5mg
5. Darvocet-N tablets	100mg
6. Diabinese tablets	250mg
7. Inderal tablets	40mg
8. Motrin tablets	600mg
9. Aldomet tablets	250mg
10. Procardia capsules	10mg
11. Tenormin tablets	50mg
12. Motrin tablets	400mg
13. Keflex capsules	500mg
14. Keflex capsules	250mg
15. U.D. Zantac tablets	150mg
16. Tylenol tabs w/codeine	30mg
17. Lasix tablets	40mg
18. Clinoril tablets	200mg
19. Slow-K tablets	600mg
20. Naprosyn tablets	375mg
21. Lopressor tablets	50mg
22. Inderal tablets	20mg
23. Naprosyn tablets	250mg
24. Ativan tablets	1mg
25. Valium tablets	10mg
26. Indocin capsules	25mg
27. Dilantin kapseals	100mg
28. Timoptic 0.5% Ophth. Soln.	—
29. E.E.S. 400 Filmtabs	—
30. Lo/Ovral tabs 21 pk.	—
31. Corgard tablets 28 pk.	40mg
32. Monistat vaginal cream w/App.	—
33. Bactrim DS tablets 28 pk.	—
34. Inderal tablets	10mg
35. Aldomet tablets	500mg
36. Aldoril tablets	25mg
37. Flexeril tablets	10mg
38. Insulin NPH U 100	—
39. Tolectin DS capsules	400mg
40. Lopressor tablets	100mg
41. Theo-Dur tablets	300mg
42. Amoxil suspension 100ml	250mg
43. Tranxene capsules	7.5mg
44. Transderm-Nitro 7 disk	5mg
45. Clinoril tablets	150mg
46. Tegretol tablets	200mg
47. Dalmane capsules	30mg
48. Septra DS tabs 20 pk.	—
49. Premarin tablets	1.25mg
50. Ceclor Pulvules	250mg
51. Tolinase tablets	250mg
52. Inderal tablets	80mg
53. Parafon Forte tablets	—
54. Ortho Novum tabs 1/50 21	—
55. Naprosyn tablets	500mg
56. Persantine tablets	25mg
57. Quinaglute Duratabs	—
58. Aldactazide tablets	—
59. Nalfon tablets	600mg
60. Persantine tablets	50mg
61. Zyloprim tablets	300mg
62. Moduretic tabs 5/50mg	—
63. Premarin tablets	.625mg
64. Vibramycin capsules	100mg
65. Ovral tabs 21 day 3 pk.	—
66. Ortho Novum tabs 1/35 28	—
67. Librax capsules	—
68. Theo-Dur tablets	200mg
69. Accutane capsules	40mg
70. Dolobid tablets	500mg
71. Vibra-Tabs	100mg
72. Hydergine Oral tablets	1mg
73. Percodan tablets	—
74. Nitro-Dur patch 10cm	—
75. Lanoxin tablets	.25mg
76. Indocin SR capsules	75mg
77. Minipress capsules	1mg
78. Xanax tablets	.5mg
79. Lo-Ovral tabs 28 day	—
80. Anaprox tablets	275mg
81. Dimetapp Extentabs	—
82. Nolvadex tablets	10mg
83. Indocin capsules	50mg
84. Ativan tablets	2mg
85. Hygroton tablets	50mg
86. Amoxil capsules	250mg
87. Ser-Ap-Es tablets	—
88. Reglan tablets	10mg
89. Lanoxin tablets	.125mg
90. Ortho Novum tabs 1/35 21	—
91. Ortho Novum tabs 1/50 28	—
92. Tylenol tabs w/codeine	60mg
93. Micro-K capsules	—
94. Minipress capsules	2mg
95. Lomotil tablets	2.5mg
96. Triavil 2-25 tablets	—
97. Persantine tablets	75mg
98. Ventolin inhaler refill	—
99. Capoten tablets	25mg
100. Catapres tablets	.1mg

Continued from page 34

are prescribed for children, it is not surprising that second and fifth best-selling antibiotics in terms of number of scripts dispensed are liquid dosages, Amoxil suspension 250mg and Amoxil suspension 125mg, respectively.

Tranquilizers

America is a stress-producing society, and one of the consequences of that fact of life is the prominence of Valium in all three of our Top 100 rankings.

Valium was the fourth most productive product on both our Top 100 fastest moving scripts and highest volume dollar rankings, and it was the fifth most productive product on our Top 100 listing of gross profit dollar producing products.

In fact, Roche's Valium accounted for half of the tranquilizers that made it into our Top 100 listing of fastest moving scripts.

All three strengths of Valium were represented: Valium 5mg was the No. 1 tranquilizer dispensed; Valium 10mg was No. 3 and Valium 2mg was No. 5.

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The fastest moving cardiovascular drugs (number of scripts)

Rank in category	Item	Rank in Top 100
1	Dyazide capsules	1
2	Lanoxin tablets 0.25mg	7
3	Slow-K tablets 600mg	8
4	Lanoxin tablets 0.125mg	9
5	Aldomet tablets 250mg	10
6	Inderal tablets 40mg	12
7	Inderal tablets 20mg	14
8	Lopressor tablets 50mg	18
9	Inderal tablets 10mg	22
10	Tenormin tablets 50mg	23
11	Procardia capsules 20mg	29
12	Lasix tablets 20mg	42
13	Hydrodiuril tablets 50mg	44
14	Micro-K capsules	48
15	Aldoril tablets 25mg	56
16	Corgard tablets 40mg 29 pk.	59

Source: Decision Data

The highest volume cardiovascular drugs (dollar sales)

Rank in category	Item	Rank in Top 100
1	Dyazide capsules	2
2	Inderal tablets 40mg	7
3	Aldomet tablets 250mg	9
4	Procardia capsules 10mg	10
5	Tenormin tablets 50mg	11
6	Lasix tablets 40mg	17
7	Slow-K tablets 600mg	19
8	Lopressor tablets 50mg	21
9	Inderal tablets 20mg	22
10	Corgard tablets 40mg 28 pk.	31
11	Inderal tablets 10mg	34
12	Aldomet tablets 500mg	35
13	Aldoril tablets 25mg	36
14	Lopressor tablets 100mg	40
15	Transderm-Nitro 5mg 7	44
16	Inderal tablets 80mg	52

Source: Decision Data

The most profitable cardiovascular drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Dyazide capsules	1
2	Lasix tablets 40mg	6
3	Slow-K tablets 600mg	7
4	Tenormin tablets 50mg	10
5	Lanoxin tablets 0.25mg	14
6	Lanoxin tablets 0.125mg	15
7	Lopressor tablets 50mg	16
8	Aldomet tablets 250mg	17
9	Inderal tablets 40mg	19
10	Procardia capsules 100mg	21
11	Inderal tablets 20mg	25
12	Inderal tablets 10mg	35
13	Micro-K capsules	52
14	Lasix tablets 20mg	54
15	Corgard tablets 40mg 28 pk.	55
16	Moduretic tablets 5/50mg	57

Source: Decision Data

PHARMACY Rx

Top 100 Rx's (gross profit dollars)

Product	Strength	Product	Strength	Product	Strength
1. Dyazide capsules	—	34. Valium tablets	10mg	68. Tolectin DS capsules	400mg
2. Tylenol tabs w/codeine	30mg	35. Inderal tablets	10mg	69. Aldoril tablets	40mg
3. Tagamet tablets	300mg	36. Percodan tablets	—	70. Persantine tablets	25mg
4. Darvocet-N tablets	100mg	37. U.D. Zantac tablets	150mg	71. E-Mycin tablets	333mg
5. Valium tablets	5mg	38. Theo-Dur tablets	300mg	72. Zyloprim tablets	300mg
6. Lasix tablets	40mg	39. Amoxil capsules	250mg	73. Anaprox tablets	275mg
7. Slow-K tablets	600mg	40. Empirin tabs w/codeine	30mg	74. Dalmane capsules	15mg
8. Keflex capsules	250mg	41. Tranxene capsules	7.5mg	75. Proventil inhaler 17gm	—
9. U.D. Feldene capsules	20mg	42. Dimetapp Extentab	—	76. Hygroton tablets	50mg
10. Tenormin tablets	50mg	43. Indocin capsules	25mg	77. Nalfon capsules	600mg
11. Motrin tablets	600mg	44. Premarin tablets	0.625mg	78. Eryc capsules	250mg
12. E.E.S. 400 Filmtabs	—	45. Parafon Forte tablets	—	79. Minipress capsules	1mg
13. Motrin tablets	400mg	46. Premarin tablets	1.25mg	80. Lopressor tablets	100mg
14. Lanoxin tablets	0.25mg	47. Naprosyn tablets	250mg	81. Benadryl capsules	25mg
15. Lanoxin tablets	0.125mg	48. Theo-Dur tablets	200mg	82. Naldecon tablets	—
16. Lopressor tablets	50mg	49. Clinoral tablets	200mg	83. Librax capsules	—
17. Aldomet tablets	250mg	50. Tylenol tabs w/codeine	60mg	84. Trinalin tablets	—
18. Ativan tablets	1mg	51. Vicodin tablets	—	85. Valium tablets	2mg
19. Inderal tablets	40mg	52. Micro-K capsules	—	86. Macrodantin capsules	50mg
20. Keflex capsules	500mg	53. Synalgos DC capsules	—	87. Provera tablets	10mg
21. Procardia capsules	100mg	54. Lasix tablets	20mg	88. Phenergan w/codeine	—
22. Dalmane capsules	30mg	55. Corgard tablets 28 pk.	40mg	89. Dolobid tablets	500mg
23. Monistat-7 vaginal cream w/App.	—	56. Lomotil tablets	2.5mg	90. Reglan tablets	10mg
24. Amoxil suspension 100ml	250mg	57. Moduretic tablets	5/50mg	91. E-Mycin tablets	250mg
25. Inderal tablets	20mg	58. Timoptic 0.5% Ophth. Soln.	—	92. K-Tabs	750mg
26. Bactim DS 28 pk.	—	59. Achromycin V capsules	250mg	93. Aldomet tablets	500mg
27. Diabinese tablets	250mg	60. Fiorinal tablets w/codeine	30mg	94. Darvon Compound Pulvules	65mg
28. Dilantin kapseals	100mg	61. Fiorinal tablets	—	95. Catapres tablets	0.1mg
29. Dimetapp elixir	—	62. Hydrodiuril tablets	50mg	96. Aldactazide tablets	—
30. Naprosyn tablets	375	63. Ceclor Pulvules	250mg	97. Entex-LA tablets	—
31. Amoxil suspension 100ml	125mg	64. Ventolin inhaler refill	—	98. Omnipen capsules	250mg
32. Flexeril tablets	10mg	65. U.D. Restoril capsules	30mg	99. Persantine tablets	50mg
33. Septra DS tabs 20 pk.	—	66. Synthroid tablets	0.1mg	100. Benadryl capsules	50mg
		67. Xanax tablets	0.5mg		

Continued from page 39

Those same three sizes also made it onto our Top 100 gross profit dollar producing items listing in the first, third and sixth position, respectively. The two larger sizes also made it into dollar sales ranking within the category in the first and third positions, respectively.

Antiulcers

Before the summer of 1983, there was no question what dominated the antiulcer category. Ask any pharmacist, and the answer was always Tagamet. But that is beginning to change following the introduction of Glaxo's Zantac.

Since much of our data was compiled before Zantac began to make strong inroads, the difference in positioning in the Top 100 of Tagamet and Zantac is great. But, taking into consideration the newness of Zantac, it still ranked as the second fastest moving antiulcer drug.

Since much antiulcer medication is administered in the hospital, and Zantac was originally tested there, the unit dose (U.D.) of the product was the only item that appeared in the data.

Tagamet's strength in the marketplace is evidenced by the fact that it ranked No. 1 in dollar sales on our Top 100 chart and No. 3 in both number of scripts and gross profit dollars.

In terms of category rankings in the Top 100 listings, the antiulcer group had four products in each of our Top 100 listings for number of scripts dispensed, dollar sales and gross profit dollars. The category was fifth in terms of number of products within dollar sales and sixth for number of items ranked in number of scripts and gross profit dollars.

Continued on page 41

The fastest-moving antibiotic/anti-infective/ antifungal drugs (number of scripts)

Rank in category	Item	Rank in Top 100
1	Keflex capsules 250mg	16
2	Amoxil suspension 250mg/5ml 100ml	20
3	E.E.S. 400 Filmtabs	21
4	Monistat vaginal cream w/app.	27
5	Amoxil suspension 125mg/5ml 100ml	30
6	Bactrim DS tablets 28 pk.	31
7	Amoxil suspension 250mg	33
8	Keflex capsules 500mg	39
9	Septra DS tablets 20 pk.	45
10	Achromycin V capsules 250mg	54

Source: Decision Data

The highest volume antibiotic/anti-infective/ antifungal drugs (dollar sales)

Rank in category	Item	Rank in Top 100
1	Keflex capsules 500mg	13
2	Keflex capsules 250mg	14
3	E.E.S. 400 Filmtabs	29
4	Monistat vaginal cream w/app.	32
5	Bactrim DS tablets 28 Pk.	33
6	Amoxil suspension 250mg/5ml 100ml	42
7	Septra DS tablets 20 Pk.	48
8	Ceclor Pulvules 250mg	50
9	Vibramycin capsules 100mg	64
10	Vibra-Tabs 100mg	71
11	Amoxil capsules 250mg	86

Source: Decision Data

The most profitable antibiotic/anti-infective/ antifungal drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Keflex capsules 250mg	8
2	E.E.S. 400 Filmtabs	12
3	Keflex capsules 500mg	20
4	Monistat-vaginal cream w/app	23
5	Amoxil suspension 250mg/5ml 100ml	24
6	Bactrim D.S. 28 pk.	26
7	Amoxil suspension 125mg/5ml 100ml	31
8	Septra D.S. tablets 20 pk.	33
9	Amoxil capsules 250mg	39
10	Achromycin V capsules 250mg	59
11	Ceclor Pulvules 250mg	63

Source: Decision Data

PHARMACY

The fastest-moving tranquilizer drugs (number of scripts)

Rank in category	Item	Rank in Top 100
1	Valium tablets 5mg	4
2	Ativan tablets 1mg	25
3	Valium tablets 10mg	43
4	Tranxene capsules 7.5mg	50
5	Valium tablets 2mg	69
6	Xanax tablets 0.5mg	94

Source: Decision Data

The highest volume tranquilizer drugs (dollar sales)

Rank in category	Item	Rank in Top 100
1	Valium 5mg tablets	4
2	Ativan tablets 1mg	24
3	Valium tablets 10mg	25
4	Tranxene capsules 7.5mg	43
5	Xanax tablets 0.5mg	78
6	Ativan tablets 2mg	84
7	Triavil 2-25 tablets	96

Source: Decision Data

The most profitable tranquilizer drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Valium tablets 5mg	5
2	Ativan tablets 1mg	18
3	Valium tablets 10mg	34
4	Tranxene capsules 7.5mg	41
5	Xanax tablets 0.5mg	67
6	Valium tablets 2mg	85

Source: Decision Data

The most profitable antiulcer/antispasmodic/ gastric stimulant drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Tagamet tablets 300mg	3
2	U.D. Zantac tablets 150mg	37
3	Librax capsules	83
4	Reglan tablets 10mg	90

Source: Decision Data

Analgesics

Analgesics had a total of 11 products in our Top 100 highest gross profit dollar rankings, making it, in conjunction with antiarthritics, the third most profitable category in *DrSN*'s survey.

Two of the category's most profitable products, Tylenol tabs with codeine 30 mg and Davrocet-N tabs 100mg made it into the Top 10 most profitable products in the Nos. 2 and 4 positions, respectively.

Tylenol was also No. 2 in number of scripts dispensed in our Top 100 listing, while Darvocet-N was fifth in both dollar sales and number of scripts.

Prices of analgesics are often less competitive than maintenance medications, which are prescribed for long periods of time. Analgesics are prescribed in smaller quantities for relatively shorter periods of time, which adds to the profitability of that category.

In terms of scripts, the analgesic category captured eight positions among the Top 100 pharmaceuticals dispensed in drug stores.

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Antiarthritics

Since its launch Feldene has enjoyed tremendous levels of acceptance by the medical community, and this success is reflected in terms of script counts, dollar sales and gross profit dollars.

The drug captured the No. 3 position in dollar sales among the Top 100 drugs sold in drug stores, thereby making Feldene 20mg the No. 1 brand among all antiarthritics. Feldene 20mg also captured the ninth position among the leading Rx products generating the greatest gross profit dollars for retailers.

Motrin tablets 600mg registered 15th place on our Top 100 chart, thereby capturing the leading spot among antiarthritic scripts dispensed. In addition to being the fastest moving antiarthritic drug, Motrin 600 placed second among antiarthritic dollar sales and gross profit dollars.

Antiarthritic products from MSD surprisingly made up half the entries in the antiarthritic groupings. These include Indocin capsules 25mg, which ranked 37th among the Top 100 scripts dispensed, Flexeril Tablets 10mg, which ranked 52nd in the Top 100 and Clinoril Tablets 200mg, which ranked 57th in the Top 100.

The antiarthritic category was fourth in terms of the number of products contributed to the three Top 100 rankings. The category had four products in the Top 100 scripts dispensed, three in the Top 100 highest gross profit dollars and two in the highest dollar sales.

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PHARMACY

The fastest-moving antiarthritic drugs (number of scripts)

Rank in category	Item	Rank in Top 100
1	Motrin tablets 600mg	15
2	Feldene capsules 20mg	19
3	Indocin capsules 25mg	37
4	Naprosyn tablets 375mg	49
5	Flexeril tablets 10mg	52
6	Clinoril tablets 200mg	57
7	Naprosyn tablets 250mg	62

Source: Decision Data

The most profitable antiarthritic drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	U.D. Feldene capsules 20mg	9
2	Motrin tablets 600mg	11
3	Motrin tablets 400mg	13
4	Naprosyn tablets 375mg	30
5	Flexeril tablets 10mg	32
6	Indocin capsules 25mg	43
7	Naprosyn tablets 250mg	47

Source: Decision Data

The fastest-moving analgesic drugs (number of scripts)

Rank in category	Item	Rank in Top 100
1	Tylenol tabs w/codeine 30mg	2
2	Darvocet-N tabs 100mg	5
3	Empirin tabs w/codeine 30mg	41
4	Percodan tablets	51
5	Tylenol tabs w/codeine 60mg	64
6	Synalgos DC capsules	66
7	Fiorinal tablets	74
8	Fiorinal tablets w/codeine 30mg	86

Source: Decision Data

The most profitable analgesic drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Tylenol tabs w/codeine 30mg	2
2	Darvocet-N tablets 100mg	4
3	Percodan tablets	36
4	Empirin tabs w/codeine 30mg	40
5	Tylenol tabs w/codeine 60mg	50
6	Vicodin tablets	51
7	Synalgos DC capsules	53
8	Fiorinal tabs w/codeine 30mg	60

Source: Decision Data

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Continued from page 41

Sleep Aids

The sleep aid category made it into only one dimension of *DrSN*'s Top 100 pharmaceutical product movement rankings: highest volume gross profit dollars.

The category had three products in that listing, including Dalmane caps, which ranked 22nd in terms of gross profit dollars. Dalmane caps 15mg also made the rankings in the 74th position.

Restoril caps, however, which made it into the 65th position in the listing, showed very well, partly because they have a shorter half-life. This has a strong influence on a physician's prescribing patterns.

The newer shorter-acting drugs such as Restoril and Halcion, which did not make it into our Top 100 rankings, reportedly cause fewer side-effects—like hangovers.

Continued on page 43

The most profitable sleep-aid drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Dalmane capsules 30mg	22
2	U.D. Restoril capsules 30mg	65
3	Dalmane capsules 15mg	74

Source: Decision Data

PHARMACY

Decongestants/ Antihistamines

Continued from page 42

Decongestants and antihistamines propelled only three products into *DrSN*'s Top 100 products by number of scripts dispensed, but they managed to place seven products into our Top 100 listing of products ranked by highest gross profit dollars.

All three of the products that made it to our Top 100 scripts dispensed list also made it into most profitable. These were Benadryl capsules 25mg, Phenergan expectorant with codeine and Benadryl capsules 50mg.

The fastest moving antiasthmatic drugs (number of scripts)

Rank in category	Item	Rank in Top 100
1	Theo-Dur tablets 300mg	40
2	Theo-Dur tablets 200mg	53
3	Ventolin inhaler refill	79
4	Proventil inhaler 17gm	89

Source: Decision Data

The most profitable antiasthmatic drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Theo-Dur tablets 300mg	38
2	Theo-Dur tablets 200mg	48
3	Ventolin inhaler refill	64
4	Proventil inhaler 17gm	75

Source: Decision Data

Antiasthmatics

The antiasthmatic category tied with antiulcers and hormones in terms of total number of products present in *DrSN*'s Top 100 rankings for fastest moving and most profitable

Continued on page 44

The fastest-moving decongestant/ antitussive/ antihistamine drugs (number of scripts)

Rank in category	Item	Rank in Top 100
1	Benadryl capsules 25mg	75
2	Phenergan w/codeine	88
3	Benadryl capsules 50mg	95

Source: Decision Data

The most profitable decongestant/ antitussive antihistamine drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Dimetapp elixir	29
2	Dimetapp Extentabs	42
3	Benadryl capsules 25mg	81
4	Naldecon tablets	82
5	Trinalin tablets	84
6	Phenergan w/codeine	88
7	Benadryl capsules 50mg	100

Source: Decision Data

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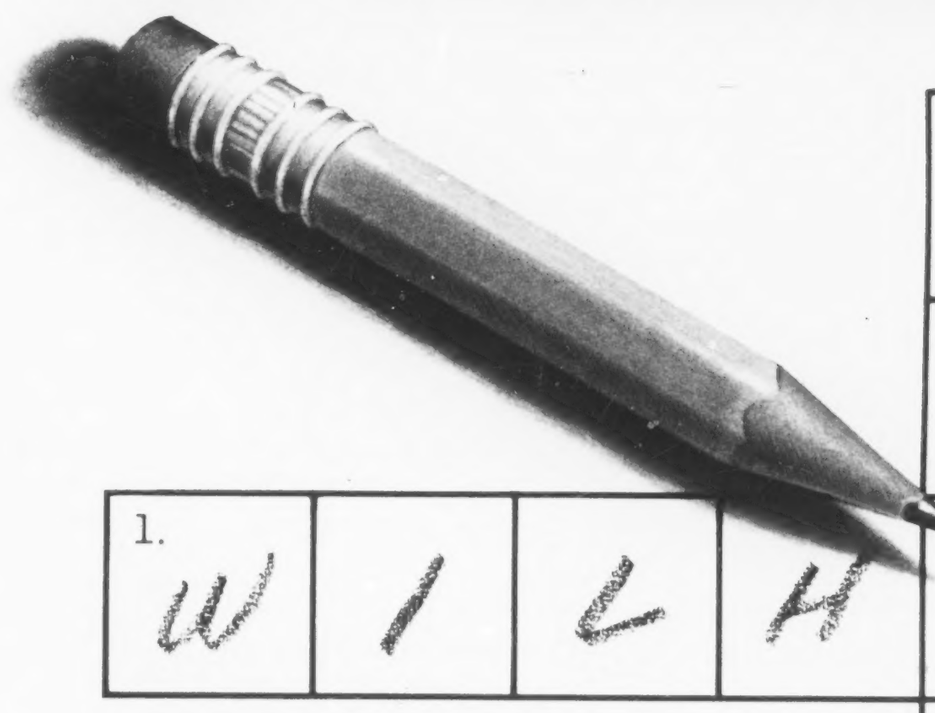

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PHARMACY

Continued from page 43

Antiasthmatics had four products in each group, compared with the category leader, cardiovasculars, which had 26 in number of scripts dispensed and 27 in highest gross profit dollars.

Antiasthmatics and hormones also tied for sixth place for the number of products within the dollar sales ranking, with three each.

Theo-Dur tablets in the 300mg and 200mg size, respectively, were the category leaders, taking first and second place within the category's own ranking on all three listings.

Birth control

Birth control pills have always been the target of criticism from church groups, consumer groups and even physicians, but despite all the negativism, these products managed to rank as the fourth best-selling category in terms of number of scripts dispensed.

Birth control pills captured seven of the slots in both the Top 100 scripts dispensed listing and the Top 100 dollar sales listing. Because of the intense price competition within this category, however, birth control pills did not make it into *DrSN*'s gross profit dollar rankings.

Compared with all other prescription products, Wyeth's Lo/Ovral tablets ranked 30th in overall dollar sales and 24th in number of scripts dispensed.

The category is dominated by Ortho Pharmaceuticals and by Wyeth. These were the only two marketers of birth control products to make the Top 100 listings.

Hormones

The hormone category was in sixth place in terms of number of products in all three of *DrSN*'s Top 100 rankings: number of scripts dispensed (four products), dollar sales (three products) and gross profit dollars (four products).

Although it was the category leader in both dollar sales and number of scripts dispensed, Insulin NPH-V100 10ml did not make it into our profitability listing.

The most profitable hormone-replacement drugs (gross profit dollars)

Rank in category	Item	Rank in Top 100
1	Premarin tablets 0.625mg	44
2	Premarin tablets 1.25mg	46
3	Synthroid tablets 0.1mg	66
4	Provera tablets 10mg	87

Source: Decision Data

The highest volume antiasthmatic drugs (dollar sales)

Rank in category	Item	Rank in Top 100
1	Theo-Dur tablets 300mg	41
2	Theo-Dur tablets 200mg	68

Source: Decision Data

The fastest-moving birth-control pills (number of scripts)

Rank in category	Item	Rank in Top 100
1	Lo/Ovral tabs 21 pk.	24
2	Ortho Novum tabs 1/50 21	35
3	Ovral tabs 21 day 3 pk.	46
4	Ortho Novum tabs 1/25 28	47
5	Lo/Ovral tabs 28 day	58
6	Ortho Novum tabs 1/35 21	61
7	Ortho Novum tabs 1/50 28	67

Source: Decision Data

The highest volume birth-control pills (dollar sales)

Rank in category	Item	Rank in Top 100
1	Lo/Ovral tablets 21 pk.	30
2	Ortho Novum tabs 1/50 21	54
3	Ovral tabs 21 day 3 pk.	65
4	Ortho Novum tabs 1/35 28	66
5	Lo/Ovral tabs 28 day	79
6	Ortho Novum tabs 1/35 21	90
7	Ortho Novum tabs 1/50 28	91

Source: Decision Data

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PHARMACY
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DRUG STORE NEWS

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Odd Lot executives taking aim at Revco

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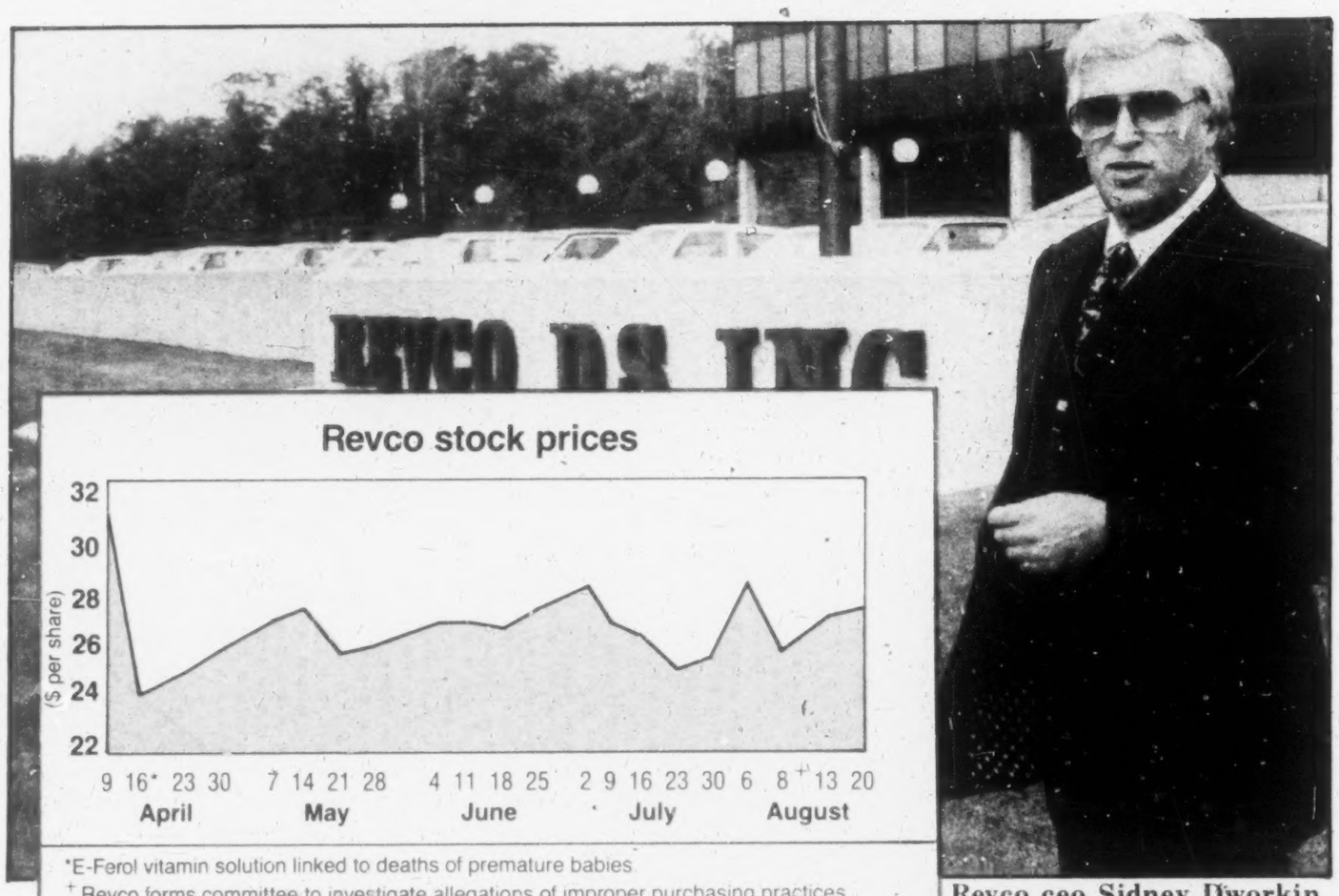
TWI... — Two top officers at Odd Lot Trading Co. who became major shareholders of Revco D.S. when they sold the company to the drug retailer in April may mount a proxy fight to gain control of the $2 billion a year drug chain.

According to a filing with the Securities and Exchange Commission, Odd Lot chairman Bernard A. Marden and Isaac Perlmutter, president of the wholesaler and retailer of closeout merchandise, indicated that they might also seek a business combination or a corporate reorganization at Revco.

At the center of the storm are allegations of possible overpurchasing leveled against the

Continued on page 122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† Revco forms committee to investigate allegations of improper purchasing practices
Source: NYSE

Revco ceo Sidney Dworkin

How a logical move threatens Revco's brass

NEW YORK — What was described as a "logical diversification move" by Sidney Dworkin, chairman, president and ceo of Revco, D.S., at the time of the Odd Lot purchase now threatens his hold on the chain that he has guided and built over the last 20 years.

Considered by many as one of the most innovative chain drug executives, Dworkin has made few mistakes in a retail drug career that began in 1956 when he was an accountant with Regal Drugs, a two-store chain that was a forerunner of the 1,760-unit Revco chain.

However, many industry sources have wondered why Dworkin entered into an agreement that left the two Odd Lot principals, Bernard Marden,

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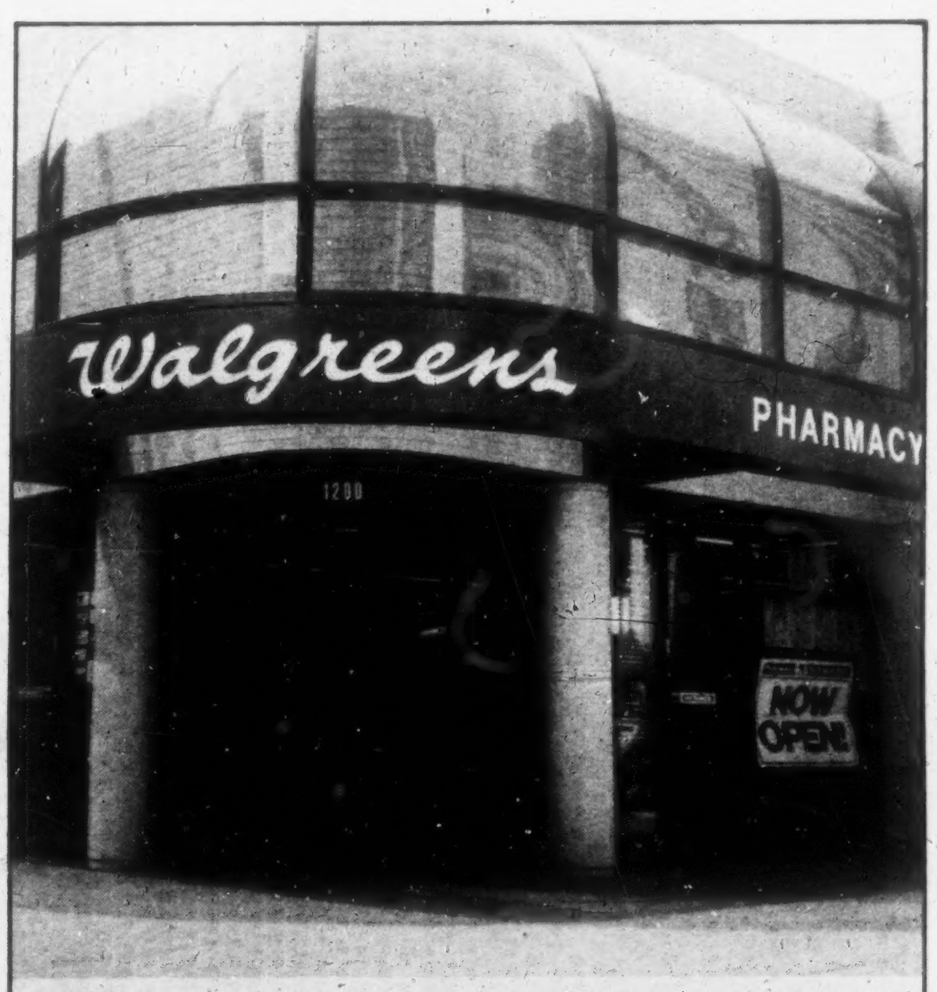

Chicago Gold Coast site of 1,000th Walgreens store

CHICAGO — Eighty-three years after Walgreens first opened its doors, the retailing giant has unwrapped its 1,000th store, a 10,800-sq.-ft. unit in a former movie theater site near Chicago's Gold Coast.

The store quietly unlocked its doors in August and will stage a gala Grand Opening on Sept. 6. At that time, Chairman Charles R. Walgreen III will cut the ribbon outside the store that will make the Deerfield, Ill.-based chain the fourth drug store retailer to break the 1,000-store barrier. Only Revco, Eckerd and Rite Aid operate more drug stores than Walgreens.

It is only logical Walgreens should choose downtown for this milestone, since Charles R. Walgreen opened his first store here in 1901. The store was purchased with a $6,000 downpayment.

Chicago's downtown has also proved to be a lucrative market for Walgreens, with some stores reportedly churning out

Continued on page 122

Optical 'superstore' opened by Eckerd; 2 more in sight

By Gail Appleson

CLEARWATER, Fla. — The Jack Eckerd Corp. last month became the first drug store chain to open an optical "superstore" offering some 10,000 frames ranging in price from $29.99 to $27,000.

The new store, called Visionworks, is in a 10,000-sq.-ft. former J. C. Penney's auto center in the Sunshine Mall here. Of the total space, about 4,500 sq. ft. is devoted to a selling floor and the remainder is being used for examination rooms and a laboratory.

Eckerd plans to open additional Visionworks centers in Charlotte, N.C., and Tampa, Fla.

Michael Bernstein, who was recently appointed vp of the 11-year-old Eckerd Optical, will oversee the operation. Currently Eckerd Optical operates 152 in-store centers in Florida, Georgia, North Carolina, Louisiana, South Carolina and Tennessee. Eckerd is the 10th largest optical retailer.

Eckerd is among the pioneers of the optical superstore concept, which was born in 1980 with Eyelab, now owned by Quaker Oats, in Paramus Mall in New Jersey. Today there are about 35 of these department store-type optical centers—most of which were built in 1983. There are also only about 12 owners of these operations, including U.S. Shoe, which owns eight superstores; Quaker Oats, seven, and Cole National, four.

Visionworks, the third megaoptical center to open in Florida, is somewhat bigger and offers more frames than the average superstore. Most of these large centers fall somewhere between 6,000 sq. ft. and 8,000 sq. ft. and usually offer 6,000 to 7,000 frames.

However, the largest of these stores, D.O.C. Eyeworld, has 22,000 sq. ft. and is also located in Florida in the Miami market. The other superstore in Florida is Optiworld in Orlando.

Like many of the other superstores, Visionworks contains a complete laboratory where the lenses are ground, edged and tinted. The lab is capable of producing new glasses in as little as two hours, and customers can even watch the technicians at

Continued on page 121

IC plans to retain Carls Drug and P&C

BOSTON — Pneumo Corp.'s two retailing divisions, Carls Drug and P&C Food Markets, will not be put on the auction block if the proposed $560 million acquisition of Pneumo by IC Industries is approved, according to representatives from both firms.

The $3.7 billion IC is expected to retain the two retailing divisions, which contribute 75% of Pneumo's yearly sales. An IC spokesman said the Chicago-based holding company will operate the food and drug stores as separate divisions.

Wendell W. Larsen, an IC sr. vp conceded that IC isn't really a food and drug company, yet said IC would keep the two divisions which contribute about 25% of Pneumo's earnings.

"We'll continue to run that [P&C and Carls] as an ongoing business, at least for the time being," Larsen said.

IC's announcement that it will keep Carls and P&C appears to contradict a recently published report in the *Wall Street Journal* quoting an unnamed IC insider as saying the divisions would be "sold to concentrate on defense work."

Although IC's primary interest in Pneumo is to team Pneu-

Continued on page 122

Late News

JACK ECKERD CORP. ended its fiscal year July 28 with record sales of $2.62 million, 12.8% higher than the previous year. Fourth-quarter sales were up 13.1% to $651 million. Eckerd Drug Co., the corporation's principal subsidiary, wound up the year with a 12% increase in sales to $2.25 billion. Audited sales and earnings will be announced in late September.

Pay Less NW links 57 stores to host computer

WILSONVILLE, Ore. — Pay Less NW, operator of 158 super-sized drug stores here, has surfaced as the first major drug chain to link a significant portion of its stores, one-third of the chain, to a host computer that can instantly capture individual product movement through front-end scanning cash registers.

Pay Less currently has 57 stores on line with in-store point-of-sale terminals and plans to implement as many more such systems "as fast as we can get them up," according to Jim Baer, vp-data processing.

The chain, which quietly effected its first such link-up about two years ago, is on the verge of setting another industry record: becoming the first drug chain to install cash registers which can operate as automatic tellers.

Pay Less hopes to implement a debit card system "imminently" in each store that is now on-line.

The system, which Pay Less will advertise as soon as it has worked out the bugs of implementation, will permit customers to charge purchases automatically to their credit cards or bank accounts.

The software that is now being written is designed so a clerk/cashier can simply punch in a credit card number and within seven seconds get an instant validation. The software will also produce a printed voucher that the customer will sign to complete the transaction.

In addition to speeding up production at the front end, Pay Less also estimates that the automatic teller service will attract new customers who will welcome the convenience of paying for their purchases without a wait or a hassle with their credit cards.

The distinction should also give the chain a marketing edge since according to management, there is currently no merchandiser, whether drug retailer, mass merchandiser or food store in Pay Less markets, that can offer such a service.

Pay Less has been able to work out an automated teller system with local banks because of the specific configurations of its computer/POS system.

Unlike Pay 'n Save and other chains that are moving to implement a computer/POS system, Pay Less has elected to keep its in-store point-of-sale computer brain on-line with the host computer at corporate headquarters.

Continued on page 121

Senate approves patent bill; House passage is likely

WASHINGTON — Congressional passage of a final Abbreviated New Drug Application/Patent Term Restoration compromise bill this month appears virtually certain.

Just hours before Congress recessed for the Republican Convention the full Senate gave final approval to an ANDA/Patent Term Restoration bill that has the support of the Pharmaceutical Manufacturers Association and the generic drug industry. It also has the backing of 11 of the 12 "dissident" brand-name drug manufacturers that strongly oppose similar legislation pending on the House side.

During the past three months the dissident manufacturers have unsuccessfully lobbied for key changes in the House bill, which cleared the Judiciary Committee last month.

In the meantime, in an 11th-hour attempt to assure Congressional passage of ANDA/Patent Term Restoration legislation this year, Sen. Orrin Hatch (R-Utah) agreed to incorporate several of the dissidents' requests into the bill that passed the Senate.

Significantly, the Senate measure also has the support of Rep. Henry Waxman (D-Calif.), who sponsored the original House bill.

Congressional aides told *Drug Store News* that Waxman's bill will be changed to reflect the new Senate compromise measure when Congress returns in September.

According to Hatch, the final Senate compromise measure does "not disturb balances essential to the bill."

Among other things, both bills would restore up to five years of patent life lost during the Food and Drug Administration regulatory review process.

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Affiliated/Assoc. sets combined H&BA show

NEW YORK — In what is billed as the largest-ever H&BA show solely for chain drug buyers, Affiliated Drug Stores and Associated Chain Drug Stores are combining efforts to present over 150 vendors on Sept. 10-12 at New York's Omni Park Central Hotel (formerly the Sheraton).

The show is historic not only because it is the first time the two associations have held a combined fall show, but also because vendors will overflow onto a third floor—instead of occupying the traditional two.

"There is nowhere under one roof that buyers can see so much [H&BA]," said Ira Shain, president of Associated Chain Drug Stores.

About the addition of new vendors and a third floor, Phil Weinstein, president of Affiliated Drug Stores, said, "I think it will make it a livelier show, a busier show."

Both associations are expecting representatives from all member chains, which will result in 85 participants from 5,000 Associated stores and 140 participants from 1,800 Affiliated stores—about the same number as last year.

On Sept. 10, Associated members will see vendors on the fourth floor, and Affiliated on the fifth. Members of the two organizations will swap floors on Sept. 11. The sixth floor will be open to both groups on all days. All three floors can be visited by any member on Sept. 12.

Among vendors who will be new to both associations in-

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Clockwise, from top center Robert Bolger, Howard Diener, Marc Dworkin, Bill Edwards, David Eisenberg, Al Towle, Rich Landers, Ira Shain, Dan Herrmann, Joseph Polastri, Phil Weinstein and Al Wilent.

Drug Store News names 12 execs to advisory board

NEW YORK — Twelve leading executives of the retail and wholesale drug industry have agreed to become members of *Drug Store News*' first board of advisers, Jay Forbes, publisher of the biweekly newspaper, announced.

"The role of the board," Forbes said, "will be to give us ongoing advice on the content and editorial direction of *Drug Store News* as well as to provide insights on the industry they know so well."

Elizabeth Parks, editor, added: "We hope that they will become kind of 'friends of the court' for our publication."

The 12 members of the board are: Robert Bolger, president, NACDS; Howard Diener, vp-purchasing, Rite Aid; Marc Dworkin, executive vp, marketing and operations, Revco; Bill Edwards, president, F&M Distributors; David Eisenberg, senior vp-marketing, Peoples Drug Stores; Daniel A. Herrmann, president, Fay's Drug Co.

Also, Richard Landers, director of visual marketing, Gray Drug Fair; Joseph E. Polastri, executive vp and gm, McKesson Drug Co.; Ira Shain, president, Associated Chain Drug Stores; Alvin Towle, chairman and ceo, Dart Drug Stores Inc.; Philip Weinstein, president and gm, Affiliated Drug Stores; Al Wilent, vp and director of merchandising, Genovese Drug Stores.

The following are brief biographical sketches of the new board members:

* * *

Robert J. Bolger, president, National Association of Chain Drug Stores. A 1943 graduate of Villanova, Bolger served in the U.S. Navy in World War II and later was director of pharmacy relations for SmithKline & French for 10 years. He became head of NACDS in 1967. Under Bolger, NACDS has become a potent force for the chains.

* * *

Marc Dworkin, executive vp, marketing and operations, Revco D.S. Inc. This year is his 15th with the world's largest drug store chain, which he joined following his graduation from Michigan State University with a B.A. in marketing. Dworkin is also a member of Revco's board of directors.

* * *

David Eisenberg, senior vp-marketing, Peoples Drug

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EDITORIAL

Buying allegations may spur Revco power play

By Elizabeth Parks

There are a lot of words you can use to describe the current unsettled condition at Revco: confusing, ambiguous, provocative, curious, dramatic. Riveting, given the current state of rumors and counter rumors, is probably the most apt description.

At this point in the story, it is very hard to say exactly what is going on in the company or exactly what the outcome might be. But the situation looks like it's shaping up as a battle for control of a $2 billion organization. The possibility exists that the man who built Revco from a small, 30-unit local chain to a national institution may be iced out of the picture by partners that friends say now they warned him to be leary of.

At the heart of the controversy are allegations about "purchasing improprieties" made by two dissident stockholders, Isaac Perlmutter and Bernard "Bernie" Marden, president and chairman, respectively, of Odd-Lot Trading, a recently acquired Revco subsidiary.

Until recently Perlmutter and Marden were close friends of Sid Dworkin, Revco's president and ceo, and his two sons, Marc, executive vp of marketing and operations, and Elliot, senior vp of marketing.

Suddenly in mid-August, however, Perlmutter and Marden went public with allegations that Revco's purchasing department, under the supervision of Elliot Dworkin, was overbuying.

A special committee made up of outside directors at Revco was appointed to investigate the allegations and to examine transactions allegedly involving a number of brokers and manufacturers. However, only one manufacturer was specifically mentioned as being under investigation, Joseph DeKama, a Paramus, N.J.-based broker who is a friend of the Dworkins and who is said to have done between $40 million and $60 million in business with Revco during the past year.

No specific charge has been leveled against DeKama.

The committee will soon determine whether the allegations about "improprieties" are founded on any real basis or whether there is, as many suspect, another reason for the charge: a power play meant to embarrass the Dworkins; discredit their management; provoke a proxy fight, and permit control of the company to pass from the Dworkins to Perlmutter and Marden.

There are a number of people in the industry who agree with that analysis. "I've known Budd (Elliot's nickname) all my professional life, 20 years," says one broker, "and I've never known him to do a dishonest thing."

"Perlmutter and Marden are tough, tough businessmen," says another source. "They have 12% of the stock and they know their own power. I think they see an opportunity and they're going for the jugular."

The feeling on the street is that Perlmutter and Marden want to take over the company either by spending another $200 million to $300 million to acquire a controlling interest, probably with additional partners, or by pushing for a proxy fight and settling for a compromise position that gives them control of either the presidency or some other key management position.

Perlmutter and Marden, in fact, have informed the Securities and Exchange Commission that they might pursue such a course, depending partly on the findings of the investigation committee. They could also, of course, choose to sell their holdings to another company, to the Dworkins, or the Dworkins might sell their holdings to them.

At presstime, none of these outcomes was certain. But the general conviction on the part of everyone we interviewed was that a war was imminent and with each passing day, a compromise was becoming less and less likely.

Washington Perspective

Pharmacy crime law squabbles continuing

By Ken Rankin

The chief Congressional architect of the new Federal pharmacy-crime bill signed by President Reagan earlier this summer—House Crime Subcommittee Chairman William Hughes (D-N.J.)—will address the NACDS Pharmaceutical Conference this month in an effort to clear the smoke still surrounding the lobbying activities of various pharmacy groups that led to passage of the compromise measure.

Hughes will have his work cut out for him, thanks to the continuing accusations from officials at the National Association of Retail Druggists that independent druggists were double-crossed by most other national drug store and pharmacy groups during the fashioning of that compromise legislation.

NARD, which opposed the Hughes pharmacy-robbery bill at every corner and then took full credit for its enactment in a letter to President Reagan, is now claiming that the legislation "bears NARD's imprint throughout because the association's lobbyists worked steadfastly at every step of the legislative process to improve it."

(The key "improvement" obtained by NARD lobbyists allows Federal authorities to prosecute drug store robberies resulting in *significant*—rather than *serious*—bodily injury. Other, arguably more important changes in the Hughes bill, including a reduction in the dollar threshhold for Federal involvement from $1,000 to $500 worth of drugs, were actually made at the request of NACDS.)

But the legislative infighting between NARD and other pharmacy groups during the debate over the Hughes bill was mild in comparison to the post-enactment recriminations surfacing now as both sides attempt to claim credit for the new law.

NARD's latest enemies list, published in the association's July Journal, includes virtually all of the major industry supporters of the final new pharmacy-crime law, including APhA, NACDS and NWDA (which according to NARD "sold out the profession" by endorsing the Hughes bill).

Significantly, however, NARD's published list of "SOBs" who "caved in" by backing the pharmacy-crime legislation now also includes the Pharmaceutical Manufacturers Association, the Proprietary Association, the Drug Wholesalers Association and the National Drug Trade Conference which may have "outlived its usefulness" after refusing to oppose the Hughes bill, NARD officials said.

Even *Drug Store News* made the latest NARD enemies list for portraying the independent druggist group as "*the* stumbling block" in the way of final pharmacy-crime legislation this year.

And Hughes himself came under heavy fire from NARD officials who described the committee chairman as "mean spirited" after he publicly fingered lobbyists for the independent druggists group for repeatedly causing "dissension" among pharmacy organizations working for a new robbery bill.

Unquestionably, however, NARD's sharpest barbs are being directed at representatives of the nation's drug wholesalers—particularly NWDA executive vp William Ford.

In a letter to NWDA's board of directors, NARD Executive Committee chairman H. Joseph Schutte accused Ford and other staffers at the wholesale druggists association of "blind obstinacy" for failing to "defer to NARD's wishes" during the debate over the bill.

NWDA's "betrayal of NARD is far worse or different than that of NACDS which has never posed as a friend," Schutte charged.

APhA presses fight against ad gag order

WASHINGTON — Despite a hostile response from Justice Department antitrust officials, attorneys for the American Pharmaceutical Association will continue to press for relief from a Federal "gag" order preventing APhA from lobbying against direct-to-consumer advertising of prescription drugs.

At presstime, APhA general counsel Carl Roberts told *Drug Store News* that the pharmacy organization's latest courtroom confrontation with Government antitrusters is far from settled, and that the association will push ahead with its suit to relax the three-year-old consent decree.

At issue in the controversy: a 1981 Federal order resolving Justice Department charges that APhA's past policy of discouraging Rx price advertising represented an illegal and anticompetitive trade restraint.

That consent order—which is scheduled to remain in force until 1991—sharply restricts APhA from taking formal association action to prevent or discourage the advertising of prescription drugs, including direct-to-consumer ads by pharmaceutical manufacturers.

Key APhA leaders as well as many rank-and-file pharmacists are deeply concerned over the prospect that Food and Drug Administration officials may relax the agency's longstanding ban on Rx drug ads directed to consumers, but without a modification of the existing antitrust order the association will be severely restricted in participating in that debate.

The present battleground is a Federal court in Michigan, where APhA has filed suit for relief from those restraints.

Justice Department attorneys, however, urged the court to keep that order intact.

Correction

The transposition of two numbers resulted in the incorrect placement of the Energizer AA 4-pack on *Drug Store News'* list of the leading 100 profit producers in the July 23 issue. The Energizer AA 4-pack should have been No. 2 on the profit list, rather than No. 8.

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FINANCIAL

Adams Drug Co. reports rise in 2nd quarter earnings

PAWTUCKET, R.I. — Adams Drug Co. reported that second-quarter earnings rose 42.7% to $1.28 million from $898,000 during the same period a year ago.

Sales for the second quarter ended June 30 increased 12.4% to $81.8 million from $72.7 million in 1983. The company attributed the sales increase to the fact that a major portion of the Easter selling season occurred in the second quarter this year as compared with last year, when the Easter season fell in the chain's first quarter. Adams also cited an overall increase in volume for the strong sales results.

On per-share basis, net earnings rose 41% to 31% per share from 22% during the same period last year.

Net income through the first six months of the year were up 26% to $1.85 million from $1.46 during the first six months of 1983. Net earnings per share for the first half of the fiscal year rose 25% to 45¢ from 36¢ the previous year.

During the first six months of the year Adams said sales were up 9.1% to $156.5 million from $143.4 million in 1983.

As of June 30, Adams was operating eight fewer stores than a year before. The company said the store closings were the result of a chainwide effort to "phase out smaller, less-profitable stores and focus on opening larger stores with pharmacy departments."

The Pawtucket, R.I.-based chain also reported that its board of directors declared a 1¢ per share dividend.

Adams operates 420 stores in 10 states in the Northeast under the names Adams, Brooks, Eckerd of western Pennsylvania, Nescott and Whelan.

Quarterly sales are up 10.8% at Thrift Drug

PITTSBURGH — Sales at Thrift Drug Co. for the 13 weeks ended July 28 increased 10.8% to $141 million from $128 million in the corresponding quarter last year.

For the 26-week period ended in July, sales rose to $279 million from $256 million.

Sales in comparative stores —those open a year or more— increased 10.1% during the 13-week period and 8.6% in the 26-week period.

Thrift's parent company, J. C. Penney, reported second-quarter sales in all operations increased to over $3 billion from $2.6 billion, up 16.9%.

During the 26-week period, Penney's sales increased to $5.8 billion from $5 billion, up 16.3%.

For the 13-week period, sales in Penney's comparative stores increased 16.5%.

Penney's reported its profits for the quarter fell to $49 million, or 66¢ a share, from $55 million or 74¢ a year earlier. The company attributed the decrease to earlier markdowns in spring and summer merchandise and higher spending for promotional activities.

The company also said its life and casualty insurance divisions continued to fall short of performance a year ago.

Chain drug stocks up 11% in market surge

Name	Symbol	STOCK PRICE From 07/27/84 - 08/13/84 High	Low	Close	Change Amt	Change Pct	52-Week High	52-Week Low	TREND TO MARKET Price Trend (% per day) Last 30 Days	Price Trend (% per day) Last 5 Days	Volume Trend (% per day) Last 30 Days	Volume Trend (% per day) Last 5 Days	EARNINGS/SHARE Last Fiscal Year	Latest 12 Months vs Preceding 12 Months Change Amt.		Change Pct	5-Year Annual Growth Rate	Profit Margin	P/E Latest P/E Ratio	DIVIDENDS Indicated Dvd. rate Amt.	Indicated Dvd. rate Yield	Last X-Dvd. Date	FINANCIAL POSITION Last Fiscal Year Revenue	Last Fiscal Year Earnings	Current Ratio	Last Fiscal Year (Per Share) Long Term Debt	Last Fiscal Year (Per Share) Common Stock Equity	Last Balance Sheet Date
-	-	$	$	$	$	%	$	$	%	%	%	%	$	$		%	%	-	$	%	-	$ Mil	$ Mil	-	$	$	-
Chain Store transactions																												
Adams Drug	ADG	16.25	13.50	15.88	2.63	19.81	24.88	11.00	.61	1.22	3.80	19.82	1.74	.62	F	55.3	40.0	2.4	9.1	.04	.3	06-11-84	302.1	7.1	3.2	7.78	11.40	1283
Am Stores	ASC	39.25	33.63	38.75	5.00	14.81	44.00	26.50	.46	-.18	-.04	17.28	3.61	.87	Q	30.3	54.0	1.5	10.4	.64	1.7	06-20-84	7983.7	117.9	1.5	12.39	15.26	0184
Begley Co	BGLY	15.50	15.50	15.50	.00	.00	22.00	14.50	.10	-.56	-8.91	.00	1.47	1.46	N	NC	-10.0	1.4	10.6	.68	4.4	07-16-84	56.8	.8	1.8	11.50	17.52	0383
Big B	BIGB	11.88	9.00	11.25	2.25	25.00	14.50	8.88	.20	-2.10	4.39	-25.27	.53	.14	Q	33.3	23.0	3.0	20.1	.00	.0	09-21-83	117.0	3.5	2.3	.18	3.88	1283
Drug Sys	DRGS	4.00	3.38	3.50	.25	7.69	7.50	3.25	-.04	-3.79	1.81	-3.79	.56	-.16	F	-22.2	NC	2.1	6.3	.00	.0	01-25-84	82.3	1.7	2.8	2.40	3.12	0383
Eckerd, Jack	ECK	24.88	20.25	23.38	2.38	11.31	29.38	20.25	-.12	-.77	3.71	3.10	1.91	.31	N	16.5	6.0	3.1	10.7	1.00	4.3	06-11-84	2325.0	71.7	2.0	.30	15.17	0783
Fay's Drug	FAY	11.13	9.00	10.63	1.75	19.72	14.50	8.38	.33	-.56	1.30	4.64	.60	.15	Q	31.2	56.0	2.6	16.9	.20	1.9	06-18-84	312.4	8.1	1.7	1.78	3.82	0184
Genovese Drug	GDX	16.50	14.38	16.25	1.88	13.04	20.50	10.44	.17	-.04	2.60	5.21	.96	.31	Q	43.6	79.0	2.0	15.9	.20	1.2	06-14-84	193.8	3.9	1.9	2.83	4.92	0184
Hook Drugs	HOOK	21.75	19.50	21.75	1.25	6.10	29.50	18.50	-.18	.20	-1.13	-3.80	2.01	-.07	S	-3.5	8.0	2.7	11.4	1.00	4.6	07-09-84	320.5	8.7	1.7	2.75	10.38	1283
Longs Drg Strs	LDG	42.38	37.75	40.13	2.13	5.59	49.75	34.00	.10	-.16	.60	-15.63	3.43	.45	Q	14.8	11.0	3.0	11.5	1.28	3.2	05-22-84	1214.4	36.4	1.9	.00	20.32	0184
Pay N Save	PAYN	18.13	16.00	16.00	-1.13	-6.57	28.75	14.38	-.21	-3.05	-.09	-12.06	2.02	.38	Q	25.1	3.0	2.5	8.5	.60	3.8	05-21-84	1220.5	30.1	2.0	9.01	14.37	0184
Pay Less NW	PAY	22.00	17.50	21.00	3.63	20.86	22.00	14.00	.37	-.30	.43	-2.94	1.35	.30	Q	27.0	4.0	2.9	14.9	.34	1.6	06-18-84	852.9	24.7	1.8	4.62	7.19	0184
Perry Drug	PDS	17.00	14.00	16.13	1.75	12.17	22.38	12.38	.01	-.57	2.45	21.46	1.02	.37	Q	50.0	11.0	1.6	14.5	.24	1.5	05-21-84	285.5	4.5	2.2	2.78	9.75	1083
Revco Drug	RDS	29.63	24.50	27.25	1.75	6.86	37.50	24.00	-.29	-1.58	5.32	-24.71	2.54	.41	F	19.2	28.0	4.2	10.7	.80	2.9	06-11-84	2227.5	93.4	2.5	1.33	11.59	0583
Rite Aid Corp	RAD	26.00	21.63	23.75	1.63	7.34	26.00	17.50	.51	-.57	1.94	-14.92	1.47	.29	Q	23.5	30.0	5.1	15.6	.41	1.7	07-13-84	1223.3	62.2	2.3	.49	7.68	0284
Thrifty Cp	TFD	18.13	15.13	17.88	2.75	18.18	20.50	11.50	.15	1.16	-.75	11.86	1.13	.27	N	25.7	19.0	1.9	13.5	.52	2.9	08-06-84	1187.8	22.5	1.5	5.39	6.83	0883
Walgreen Co	WAG	42.00	34.50	41.13	6.25	17.92	42.00	28.63	.35	-.60	.00	11.56	2.24	.61	N	29.7	33.0	2.9	15.5	.72	1.8	08-13-84	2360.6	69.0	1.6	1.76	11.47	0883
Wholesaler's transactions																												
Bergen Bruns	BBCA	24.63	20.75	23.00	2.00	9.52	32.25	19.00	.18	-1.22	-1.26	-30.67	1.60	.21	N	13.2	36.0	1.4	12.8	.32	1.4	07-26-84	1452.0	20.0	1.6	1.22	9.99	0883
Durr Fillauer	DUFM	14.50	10.88	13.63	2.13	18.48	17.75	10.25	.15	-1.63	2.29	-4.02	.80	.05	Q	6.6	22.0	1.9	17.0	.16	1.2	05-21-84	263.2	5.0	2.3	2.03	6.30	1283
McKesson Cp	MCK	38.13	34.63	37.75	3.00	8.63	44.63	32.38	-.08	.17	-1.07	-15.38	3.25	.04	F	1.2	1.0	1.5	11.6	2.40	6.4	08-28-84	4260.0	63.0	1.4	10.45	30.25	0384
Foxmeyer Cp	FOXM	25.25	22.75	24.63	1.88	8.24	27.75	20.00	.22	-.27	1.86	-29.88	.94	1.43	N	NC	103.0	1.1	17.2	.00	.0	00-00-00	464.2	5.2	2.0	3.95	11.86	0384
Ketchum	KCH	16.75	11.63	15.50	3.50	29.17	21.00	10.50	.09	.74	4.04	-46.89	.89	.51	N	113.3	97.0	.4	16.1	.00	.0	09-26-83	211.4	.9	1.5	5.87	5.68	0483
Owens & Minor	OBOD	14.25	12.63	14.00	1.50	12.00	18.50	11.25	.01	.53	-1.27	19.88	1.41	.17	S	14.5	10.0	1.2	10.4	.36	2.6	06-06-84	255.2	3.0	2.8	5.07	11.69	1283
Spectro Indus	SPO	24.13	20.25	23.50	3.25	16.05	24.13	15.50	.02	-.16	2.24	25.82	1.78	.49	Q	35.0	54.0	1.8	12.4	.14	.6	07-03-84	395.4	7.2	1.7	2.86	7.24	0383
Manufacturer's transactions																												
Abbott Labs	ABT	48.00	43.00	46.63	3.25	7.49	53.38	38.25	.13	-.51	-.95	4.39	2.86	.51	S	19.6	26.0	11.9	15.0	1.20	2.6	07-09-84	2927.9	347.6	1.9	4.00	11.71	1283
Am Home Prod	AHP	53.38	49.00	50.13	.75	1.52	55.75	45.00	-.30	-.96	-1.56	12.60	4.00	.44	Q	12.0	16.0	12.9	12.2	2.64	5.3	08-07-84	4856.5	627.2	3.0	.00	13.14	1283
Baxter Travenol	BAX	18.13	15.00	17.13	1.75	11.38	31.00	13.25	.51	-.64	-.96	-18.49	1.45	-.01	S	-.7	22.0	11.8	12.8	.33	1.9	08-31-84	1842.5	218.1	1.7	1.60	8.17	1283
Block Drugs Co	BLOCA	26.50	25.50	26.50	1.00	3.92	29.13	25.00	-.14	-.56	-2.84	-37.50	3.28	.33	F	11.1	16.0	10.0	8.1	1.00	3.8	08-28-84	238.2	23.9	2.5	2.35	17.84	0383
Bolar Pharm	BLR	30.00	26.50	28.13	1.38	5.14	31.38	17.50	-.05	-.34	8.04	56.23	1.15	.27	Q	30.3	53.0	19.2	24.2	.05	.2	02-10-84	25.5	4.9	4.9	.00	4.76	1283
Bristol-Myers	BMY	50.38	45.63	48.88	3.00	6.54	50.38	36.63	.04	-.03	-1.49	-9.17	3.00	.47	S	16.9	19.0	10.4	15.1	1.60	3.3	06-29-84	3917.0	408.0	2.4	.71	13.99	1283
Carter-Wallace	CAR	25.50	21.63	25.50	3.75	17.24	26.38	19.38	.36	.86	1.22	.69	2.37	1.81	F	323.2	22.0	5.7	10.8	.48	1.9	07-26-84	323.1	18.4	2.4	1.69	21.87	0384
Cooper Labs	COO	23.25	20.25	22.25	-.50	-2.20	27.00	10.38	-.84	.24	-7.72	-28.93	NA	NA		NA	NA	NA	NA	.12	.5	03-12-84	NA	NA	NA	NA	NA	NA
Forest Labs	FRX	15.88	12.25	14.00	1.13	8.74	37.25	11.25	-.44	-2.11	-.15	-3.24	.54	.08	Q	16.6	56.0	14.8	25.0	.00	.0	01-14-83	19.6	2.9	8.3	.28	5.42	0384
ICN Pharm	ICN	8.13	6.75	7.50	.38	5.26	11.25	4.88	-.41	-2.14	-.36	-1.50	.22	-.09	Q	-28.1	43.0	5.1	32.6	.00	.0	00-00-00	37.0	1.9	4.3	.20	4.34	1183
Key Pharm	KPH	16.50	13.13	15.50	1.25	8.77	25.69	10.63	.69	-.91	3.61	8.64	.51	.20	S	50.0	78.0	14.8	25.8	.16	1.0	09-10-84	127.3	18.8	2.1	1.16	1.67	1283
Lilly Eli Co	LLY	59.25	54.38	57.50	3.00	5.50	68.38	53.00	-.45	-.35	-2.68	-1.72	6.13	.96	S	17.2	12.0	15.1	8.8	2.90	5.0	08-09-84	3033.7	457.4	1.9	1.23	28.86	1283
Lee Pharm	LPH	3.25	2.75	3.00	.13	4.35	3.75	2.00	-.72	-1.34	2.01	-24.38	-.49	.28	S	NE	-110.0	-14.3	NE	.00	.0	00-00-00	7.0	-1.0	2.6	.41	1.53	0983
Marion Labs	MKC	42.25	35.25	42.00	7.13	20.43	48.00	27.25	.16	.96	-.25	31.13	1.24	.46	F	58.9	55.0	10.6	33.9	.40	1.0	06-14-84	226.4	24.1	2.5	.05	5.93	0683
Merck & Co	MRK	89.50	81.25	87.38	4.88	5.91	104.63	78.25	-.34	-.51	-2.26	11.16	6.10	.53	S	9.0	7.0	13.9	13.7	3.00	3.4	08-31-84	3246.1	450.9	1.7	5.21	32.92	1283
Morton Thiokol	MTI	80.00	72.13	79.75	7.25	10.00	84.50	60.00	-.11	.33	1.98	12.39	5.15	1.25	N	25.7	17.0	5.2	13.1	1.76	2.2	05-24-84	1509.2	78.5	1.4	8.90	32.79	0683
Mylan Labs	MYLN	28.50	19.44	28.50	8.91	45.45	28.50	6.09	.99	3.27	-2.15	2.74	.40	.11	F	37.9	110.0	12.7	71.3	.03	.1	08-01-84	36.9	4.7	5.4	.21	1.52	0384
Newport Pharm	NWPH	4.25	3.50	4.00	.38	10.34	10.75	2.75	-.57	-1.40	-.60	1.16	-.03	-.09	N	NE	14.0	-3.4	NE	.00	.0	00-00-00	8.8	-.3	3.7	.24	1.12	0483
Pfizer Inc	PFE	36.50	31.63	36.25	4.13	12.84	44.50	29.38	.15	.10	1.55	-15.38	2.73	.53	S	22.4	18.0	11.9	12.5	1.32	3.6	05-14-84	3750.0	447.1	2.1	3.03	13.67	1283
Reid Prov Labs	REID	3.50	2.75	3.25	.38	13.04	4.75	2.75	-.52	-2.16	.83	-17.67	.10	.03	N	30.0	56.0	6.1	25.0	.05	1.5	12-09-83	11.4	.7	3.1	.03	.80	0683
Robins, AH	RAH	14.50	12.75	14.25	.75	5.56	29.38	12.00	-.43	1.92	-5.64	4.70	2.40	-.29	S	-12.7	15.0	10.3	7.2	.68	4.8	05-04-84	563.5	58.2	3.2	1.30	13.99	1283
Rorer Group	ROR	32.38	29.13	31.88	2.63	8.97	34.25	25.25	-.21	-.30	3.95	53.62	2.02	.28	S	15.3	10.0	8.9	15.1	1.08	3.4	08-06-84	475.3	42.4	2.0	2.18	10.43	1283
Scherer RP Co	SCHC	10.38	9.00	10.38	1.25	13.70	21.50	8.88	-.35	1.38	3.08	18.66	.52	-.52	F	-50.0	-1.0	2.3	20.0	.32	3.1	03-14-84	171.7	4.0	1.9	4.83	11.14	0384
Searle, GD	SRL	50.25	44.75	49.63	2.63	5.59	55.50	37.50	.24	.93	-1.48	29.86	2.39	.18	Q	7.5	13.0	12.6	19.3	.52	1.0	08-07-84	946.0	119.0	2.4	3.62	14.85	1283
Squibb Corp	SQB	49.63	44.63	47.50	2.50	5.56	55.63	37.50	-.04	-.48	-1.81	10.69	3.31	.38	S	12.2	11.0	9.8	13.7	1.44	3.0	08-13-84	1768.9	173.3	2.4	3.86	23.24	1283
Sterling Drug	STY	27.25	24.75	25.88	.75	2.99	29.63	23.50	-.09	-1.16	-3.23	-12.56	2.24	.15	S	6.9	7.0	7.2	11.2	1.16	4.5	08-09-84	1901.2	136.8	2.7	1.44	14.96	1283
Syntex Corp	SYN	48.50	43.50	47.25	3.25	7.39	61.50	37.75	.09	.15	-2.69	17.92	4.30	.25	N	6.0	32.0	17.2	10.8	1.60	3.4	08-13-84	870.2	149.3	2.2	3.37	18.11	0783
Thompson Med	TM	24.63	19.00	23.63	1.13	5.00	26.50	12.75	-.57	.07	-1.62	-15.78	1.65	.78	S	55.7	70.0	11.0	10.8	.40	1.7	06-11-84	149.4	16.5	3.2	.00	5.85	1183
Upjohn Co	UPJ	53.25	47.50	52.75	4.00	8.21	72.25	45.00	-1.01	.43	-3.97	.41	5.28	1.59	S	35.8	3.0	8.1	8.8	2.56	4.9	07-02-84	1986.1	160.2	2.2	18.02	34.74	1283
Warner-Lambrt	WLA	34.25	30.00	33.25	3.00	9.92	36.75	26.88	.07	-.41	1.46	-13.01	2.51	.51	S	23.3	1.0	6.5	12.4	1.48	4.5	08-06-84	3108.3	200.5	1.9	7.53	17.75	1283
Zenith Labs	ZENI	17.25	13.25	16.75	1.75	11.67	17.75	12.00	.17	2.19	7.95	26.47	.73	-.43	S	-45.2	56.0	7.8	32.2	.00	.0	00-00-00	32.1	2.5	4.6	1.12	5.12	1283

All data is based on sources believed to be reliable, but its accuracy is not guaranteed. Every effort will be made to correct errors, when discovered, in future issues.

Footnotes:

NA - Not Applicable
NC - Not Calculable
NE - Negative Earnings
NM - No Meaningful Figure
Q - First Quarter
S - First 6 Months
N - First 9 Months
F - Fiscal Year

Data and Table Prepared by Media General Financial Services, Inc., Richmond, Virginia 23219